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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, July 6, 1929 No. 1327

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JUL 9 1929
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PROJECTED TOURS BY TRADE COMMISSIONERS

Mr. H. R. Poussette, formerly Canadian Trade Commissioner in Calcutta, has arrived in Ottawa and will be making a tour through Canada in the interests of Canadian trade with India and Ceylon.

Mr. E. L. McColl, Canadian Trade Commissioner in Argentina, has also arrived in Canada and will begin his tour of the Dominion at Vancouver about the beginning of August. His territory covers Argentina, Chile, and Uruguay.

Canadian firms who desire to interview the Trade Commissioners or to be brought in touch with them are requested to communicate with the Department of Trade and Commerce, Ottawa.

TRADE COMMISSIONERS' ITINERARIES

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, is at present in Toronto and will remain there during the whole of the week ending July 13. Requests for interviews should be addressed care of Alex. Marshall, Commercial Intelligence Branch, Canadian Manufacturers' Association.

Mr. L. D. Wilgress, Canadian Trade Commissioner in Germany, will be in St. John, N.B., on July 8 and 9, and in Montreal from July 10 to 20. Requests for interviews in respect to Montreal may be addressed to H. C. Beatty, Assistant Secretary of the Board of Trade.

SUMMARY OF THE TRADE OF CANADA: MONTH, TWO MONTHS: AND TWELVE MONTHS ENDING MAY, 1929

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of May, 1929			Two months ending May, 1929			Twelve months ending May, 1929		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
	$	$	$	$	$	$	$	$	$
Imports for consumption									
Agricultural and Vegetable Products	21,743,332	4,255,720	9,722,598	37,330,716	7,649,120	17,276,279	234,466,877	54,084,657	104,286,812
Animals and Animal Products	5,752,554	552,468	3,337,242	10,048,223	1,098,868	5,698,861	70,784,503	5,815,974	41,821,465
Fibres, Textiles and Textile Products	16,348,196	5,650,954	6,841,823	31,194,034	10,425,741	13,817,902	209,836,462	76,924,678	85,001,509
Wood, Wood Products and Paper	5,896,636	487,032	4,883,902	10,392,056	800,239	8,854,239	60,856,293	5,061,299	51,967,052
Iron and its Products	42,235,227	2,712,172	38,292,271	75,698,966	3,883,899	69,961,535	362,124,180	20,223,590	331,085,376
Non-Ferrous Metals and their Products	7,855,417	923,937	6,405,458	14,603,428	1,399,516	12,362,954	79,993,890	6,987,905	66,352,173
Non-Metallic Minerals and their Products	14,709,543	1,399,422	12,042,527	24,484,153	1,915,661	20,097,666	169,813,480	12,190,823	137,682,076
Chemicals and Allied Products	4,299,253	581,444	2,932,448	7,469,183	859,264	5,352,372	38,275,785	5,038,951	26,509,495
Miscellaneous Commodities	6,775,206	1,084,733	4,853,647	11,911,812	1,825,543	8,598,761	70,587,484	10,194,026	50,319,303
Total Imports, 1929	125,615,364	17,647,882	89,311,916	223,132,571	29,857,851	162,020,569	1,296,738,954	196,521,903	895,023,261
1928	113,582,238	15,774,767	73,669,080	192,072,708	27,356,521	135,053,205	1,132,319,107	187,768,436	738,718,220
1927	94,412,439	13,989,272	64,142,755	168,710,067	25,483,942	115,771,222	1,045,749,066	166,288,448	698,000,501
	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
Exports (Canadian Produce)	$	$	$	$	$	$	$	$	$
Agricultural and Vegetable Products	45,188,181	28,542,056	4,840,382	63,399,579	33,692,708	6,903,534	626,018,370	309,967,221	56,520,695
Animals and Animal Products	9,913,355	2,470,239	5,778,572	17,500,146	4,074,784	10,748,415	159,131,531	47,146,902	85,331,400
Fibres, Textiles and Textile Products	664,479	85,697	313,175	1,078,631	123,701	536,227	10,006,991	847,517	5,140,257
Wood, Wood Products and Paper	24,806,592	1,778,580	20,761,431	43,765,338	2,544,120	36,804,662	290,526,120	22,878,319	236,675,612
Iron and its Products	8,142,647	445,517	1,245,162	14,465,937	747,842	2,663,497	86,683,624	8,189,474	12,029,000
Non-Ferrous Metals and their Products	12,212,560	1,179,563	7,978,786	22,237,577	1,748,051	14,161,864	120,176,420	15,664,246	70,154,585
Non-Metallic Minerals and their Products	2,729,938	251,039	1,725,815	4,499,798	522,746	2,870,804	28,486,308	2,006,724	18,610,218
Chemicals and Allied Products	1,708,058	423,472	849,880	2,859,928	587,465	1,580,282	19,773,329	3,977,787	11,080,862
Miscellaneous Commodities	2,107,017	664,980	1,117,730	3,393,492	889,258	1,929,255	18,987,766	3,190,963	12,703,992
Totals, 1929	107,472,827	35,841,143	44,610,933	173,200,426	44,930,675	78,198,540	1,359,790,459	413,869,153	508,246,622
1928	118,021,324	47,631,242	41,998,883	176,996,639	60,792,007	70,119,517	1,219,083,690	393,912,169	481,458,375
1927	108,782,591	44,738,477	37,496,177	186,120,555	77,571,230	66,664,788	1,286,771,370	473,020,068	471,052,070
Exports (Foreign Produce)									
Totals, 1929	1,963,109	102,610	1,732,440	3,389,446	195,560	2,989,236	24,962,892	1,890,453	21,541,345
1928	2,132,849	204,471	1,714,481	3,612,957	243,579	3,094,817	22,279,809	1,148,996	19,613,111
1927	2,515,396	1,090,300	1,206,867	3,581,839	1,166,544	2,122,579	16,507,819	2,149,446	12,858,454
Excess of Imports (i) or All Exports (e)									
1929	(*i*) 16,179,428	(*e*) 18,295,871	(*i*) 42,968,543	(*i*) 46,542,699	(*e*) 15,268,384	(*i*) 80,832,793	(*e*) 88,014,397	(*e*)219,237,703	(*i*) 365,235,294
1928	(*e*) 6,571,935	(*e*) 32,060,946	(*i*) 34,955,716	(*i*) 11,463,112	(*e*) 33,679,065	(*i*) 61,838,871	(*e*)109,044,392	(*e*)207,292,729	(*i*) 237,646,734
1927	(*e*) 16,885,548	(*e*) 31,839,505	(*i*) 25,439,711	(*e*) 20,992,327	(*e*) 53,253,832	(*i*) 46,983,855	(*e*)257,530,123	(*e*)308,881,066	(*i*) 214,089,977

SOUTH AMERICAN MARKETS:

Argentina, Chile, Paraguay, and Uruguay

E. L. McColl, Canadian Trade Commissioner

(Values are expressed in Canadian currency)

II

INDUSTRIAL MACHINERY

There is a fair market for factory installations covering all kinds of industrial equipment. The lumber mills of the middle south of Chile and the planing mills of the more populated centres of Chile, Argentine, and Uruguay form an important element in the demand for woodworking equipment. In other fields new companies are being formed almost daily, many of the subsidiaries to large merchant houses. Frequently importers, on finding their sales of a foreign product for which they had built up a good demand falling off either by reason of increased tariffs or from competition, set up a local factory. This is a common practice and one which, on the whole has succeeded.

AGRICULTURAL MACHINERY

Argentina provides a very large market for this class of machinery. The demand in Uruguay and Chile is comparatively small at present, but representative samples should be in the possession of agents as these countries are developing. There is one Canadian company with an aggressive branch office in Buenos Aires. Another has a first-class agency with two employees attached to it from the Canadian factory. This territory furnishes a lucrative market, but competition is so strong that a representative requires aggressive material support of such a definite nature as a sales manager and a field mechanic from the head office. A third Canadian firm intends to enter the field next year. This enterprising concern sent down some machines last year accompanied by an official from headquarters for the purpose of making trials and recommending alterations where necessary. This season the same representative returned to Buenos Aires with improved equipment for further trials and more adjustments. Next year this manufacturer expects to enter the field with the assistance of a first-class local firm as agents, aided by one or two experts from the Canadian factory.

ROAD-MAKING MACHINERY

At present there is little movement in this line, but the public are becoming awake to the necessity for goods roads. Much improvement, both in the quality and quantity of road building under construction, is noticeable, and big projects are planned for the near future, but in most cases without hope at present of a fixed date for beginning operations. Nevertheless the air is full of "more roads" talk, which from day to day grows more pronounced.

MACHINERY IN GENERAL

It is not possible to sell unknown products in these lines from catalogue. Dealers carry a formidable display of machinery, and in the case of factory installations would-be buyers can view either the machine which they want or others made by the same firm. Only in exceptional cases do foreign machinery firms attempt to carry a complete line in a single agency abroad. As a rule not more than two or three types are on the premises of the representative, who,

however, has the assistance of an engineer from the home country who is aggressive salesman, designer, and mechanic all in one, and with the aid of the agent's technical staff plans and designs complete factory installations on behalf of prospective industries. In several cases several machinery firms of non-competing lines have enhanced their position by pooling resources to follow this method. In the main this is a price market, and durability is sacrified to lower cost. Many European manufacturers appraise this feature with precision and design, specially for export, machines of light weight which save both in material and freight. When an agent is approached on behalf of a manufacturer, he will ask pertinent questions as to the success of the product in foreign countries, what assistance will be given such as a demonstrating sample and a mechanic from the factory. Until a sample can be examined, catalogue and prices will make little effective appeal to either distributor or consumer as far as definite business is concerned. The efficiently organized efforts which preceded the entry of many machinery firms into this market afford the best proof of the truth of this statement. As there is a growing demand for machinery of every kind in Argentina, and in the neighbouring republics to a lesser degree, it must be again emphasized that a personal visit by a member of the firm which intends to make a bid for this market, when local conditions and competition can be studied at first hand, is amply justified.

CORPORATION SUPPLIES

Foreign corporations, of which there are a large number in the territories under review, make up the second field in this Southern market which merits explanation. The requirements of these concerns form a considerable proportion of the total imports of the territory. However, they usually buy through their home offices in London, New York, Brussels, etc. Railways form the most important group of foreign corporations, but the majority of gas, electric light and power, water supply, tramways, mining, and other large companies are also foreign. At least 70 per cent of the railway mileage is British-controlled with head offices in London. Keeping strictly to general policy, purchases of all important supplies are made by London headquarters and not by the local management: the latter indent on the home office for general stores, only small emergency purchases being made locally. The South American administrations naturally have a free hand in the purchase of national products, and when indenting on London they will influence in most cases the supply of purchases by indicating their preference. Canadian manufacturers of railway material would profit were they to make the acquaintance of both the South American and London directors of these different railways. The advantage of a personal visit, thereby meeting the manager, the engineer, and the superintendent of stores, is very great. The principals of many European and American manufacturers have been following this policy with such success that it would seem advisable that Canadian producers should do likewise. Conditions are very different in Argentina from the Northern Continent. The temperament of the people, the manner of doing business, the difficulties of transportation and packing due to the varying kinds of unloading and reshipment of goods after arrival, and the quality, price, and source of competitive products are but a few of the many subjects which can be properly investigated on the ground.

As most public utility companies may import goods free of duty, supplies are not purchased from local stocks upon which duties have already been paid except in cases of emergency. The fact that the capital invested in these foreign enterprises influences to a marked degree where supplies shall be secured does not imply the absence of openings for the employment of Canadian material. Preferences naturally will be apparent, yet many electric plants, telephone companies, and mining corporations of South America controlled by United States

capital find it necessary to buy the products of other countries. Railway, tramway, and gas companies operated by British, Belgian, and French control obtain some of their supplies from the United States, Sweden, and Germany. The interests of the shareholders and the policy of buying in the best market must receive due consideration.

"The Universal Directory of Railway Officials", 33 Tothill street, Westminster, London, 20s. net, is a book of reference which any manufacturer of railway material would find useful. It contains the names and addresses of the officials, mileage, number of locomotives, passenger coaches, and freight cars of almost every railway in the world.

GOVERNMENT REQUIREMENTS

When tendering for the requirements of federal, state, and municipal governments a foreign manufacturer requires the assistance of a high-class local firm. There are so many points to be considered in connection with cash deposits, powers of attorney, and a multitude of other factors that an endeavour should be made to secure the services of an agent who is not only experienced but who specializes in tendering for government supplies. The custom prevailing in Argentina is that all contracts for the Federal Government are made in Buenos Aires with local firms who tender in their own name or with agents who are acting on behalf of foreign firms. An exception to this rule is that the branches of the Army and Navy purchase supplies from abroad by means of buying commissions located in Europe and the United States.

PUBLIC WORKS REQUIREMENTS

Contracts for federal, state, and municipal public works such as the construction of railways, canals, roads, docks, and buildings form the fourth division of the market which will justify judicious study and clear appraisal. In this sphere thorough knowledge of the country and the character of its people is not only desirable but necessary. Foreign contractors are reaping a rich harvest, not only in every port and principal city of the Caribbean Sea and South Pacific coast, but also in the centres of the Atlantic coast countries. A contractor who is seeking some important concession starts out with a marked advantage if he has experience in South America and can converse in Spanish on terms of friendship with members of the official classes. The newcomer has an uphill and unequal struggle in competition where friendship and influence mean so much.

ROADS AND GRAIN ELEVATORS

There is room in Argentina for a Canadian construction company with a record based on achievements and with sufficient capital to handle good-sized contracts. These are a necessary condition to treating with government officials. Large undertakings are planned for the near future, including grain elevators, roads, and railway extensions. Road building is specialized work, but a Canadian firm should be equipped with the necessary technical staff which would permit it to tender for any class of public work, including not only roads but docks and bridges or underground tramways if necessary. It need not confine its activities to Argentina but, working from Buenos Aires as its South American centre, it could cover neighbouring republics as well. A large part of the concrete, asphalt, and other high-class roads in towns and cities throughout South America is put down by foreign companies. In this class of enterprise ability to finance the work is an important factor, as often sound and profitable contracts carry this stipulation. A successful contractor should be in a position to accept security for the payment for his work, depending upon

the country and state in which he is working, in government or municipal bonds, by local tax placed against the improved property or by road toll, and turn such means of reimbursement to good account. The officials of such a company should be acquainted sufficiently with local conditions to be able to suggest, if necessary, ways of financing any specific public work, the commencement of which was being delayed from lack of funds. The construction of grain elevators is also a highly specialized field, but exactly when the proposed work in Argentina, the cost of which is estimated to exceed $100,000,000 spread over a number of years, will begin is indefinite. Some elevator companies have had officials waiting in Buenos Aires for a year and a half.

If several Canadian construction and engineering firms would pool resources, both in finance and technical skill, to support an office in Argentina, the combination would find the effort and risk amply warranted, as the obtaining of small contracts of one kind or another to help pay expenses should be fairly easy of achievement until such big undertakings as the elevator scheme came into being. Firms who are in the field well in advance will have an advantage, as it takes time to become so acquainted with the people as to be able to work with the freedom, security, and confidence with which one is accustomed to work in one's own country.

FOREIGN CAPITAL

An idea of the amount of British capital invested in Latin America can be gathered from the fact that at the end of 1927 the total securities listed on the London Stock Exchange amounted to £1,173,944,366—a gain of £17,410,000 over the previous year and of £174,708,000 over the end of 1913. The present holdings can be placed in the following categories:—

Government bonds	£340,529,604
Railways	492,420,738
Banks and shipping	38,833,514
Miscellaneous	302,160,507

Increased investments in railways and other securities, especially in Argentina, will more than offset the recent sales of electric power plants and telephone companies to United States interests.

British capital invested in Argentine rails amounts to £247,000,000, and in all other ventures such as tramways, gas, water works, oil, meat companies, shipping, banks, etc., probably another £200,000,000.

United States investments in Latin America since the war have increased phenomenally. The International Telephone and Telegraph Corporation controls the telephone companies of Valparaiso, Santiago, Montevideo, Buenos Aires, and Asunción. The American and Foreign Power Company Inc. controls over one hundred electric power companies in Argentina, as well as the principal plants in Chile. The Public Service Corporation of the United States, through its subsidiary the Compañia Sud Americana de Servicios Publicos Sociedad Anonima, owns something like eighty power plants in Argentina.

It is stated that American capital in Chile has grown from $15,000,000 in 1912 to over $400,000,000 in 1928. American interests are centred, in this republic, in copper and nitrate mining, electric power plants, telephone companies, and shipping. There are also important textile and other factories owned and controlled by United States interests.

Just as American confidence and enterprise are full of achievements in Argentina and Chile, so are they just as active in Peru, Colombia, and other parts of Latin America. But the American industrialist who builds branch factories, the engineer who opens up copper mines, builds roads and railways, and the capitalist who takes over electric power and telephone plants, are not the only citizens of the United States who can visualize a greater Latin America.

Others are the small investors in the government bonds of the twenty republics south of the Rio Grande—farmers, doctors and college professors, average citizens who have been at pains to read about these southern nations, until convinced of their soundness they have staked in them each year increasing sums resulting that in 1928 no less than $344,598,000 went into Latin-American government securities. During the last five years Latin-American government flotations in New York totalled $1,273,672,500, or 30 per cent of all United States loans to foreign governments. During 1928 the Latin-American proportion of total foreign issues was 46·4 per cent. Within this period various other loans have matured and have been paid off, so that the net borrowings have been slightly less than the above figures. The following are some of the details in tabulated form:—

Latin American Government borrowings in United States—	
1924	$117,055,000
1925	163,451,000
1926	317,208,200
1927	331,360,300
1928	344,598,000
Total	$1,273,672,500

Argentine and Chilean government borrowings in the U.S., 1927 and 1928—	1927	1928
Argentina	$109,352,000	$50,393,000
Chile	23,383,300	79,912,000

The above borrowings during 1927 and 1928 came under the following classifications:—

	1927	1928
Federal Governments	$242,733,300	$164,725,000
State Governments	52,792,000	102,926,000
Municipal Governments	26,835,000	51,947,000
Officially guaranteed corporate issues	9,000,000	25,000,000
Total	331,360,300	$344,598,000
Maturing loans paid off	46,000,000	107,000,000
Net new capital borrowed from United States	$285,360,300	$237,598,000

FOREIGN INFLUENCES

When considering the foreign influences which are at work moulding the character of the different peoples in these countries the fact that they are fundamentally Latin must constantly be borne in mind. As early colonies of Spain, and later through the steady influx of Spaniards, they are predominantly Spanish. But Italian immigration, which has been heavy, has made its impress specially in Argentina and Uruguay. Amongst educated Latin-Americans, French is their second language. Their fondness for graceful rhetorical expression is fully gratified in the brightness, the finish and the spirit of French literature. French is spoken fluently. Paris is their European home.

German trade and invested capital is strong in Argentina, but there is no German agricultural and industrial colony such as is to be found in southern Brazil and the south of Chile, although there is a thriving merchant class in the capital.

British Influence.—British influence has been most marked in commerce, invested capital, banking, shipping, manufacturing, and sport. Over 43 per cent of the steamship tonnage entering Argentine ports from abroad is British owned, and it is probable that British ships are just as prominent in Chilean and Uruguayan waters. British merchants play a very important rôle in the import market, and British-controlled railways predominate. The live stock industry,

which is the backbone of the country, owes its success so far as pedigree animals are concerned almost entirely to Great Britain. British capital is an important factor in the meat-packing industry, and Great Britain is Argentina's best customer. The British colony has been instrumental in creating a desire for all kinds of sport which have become general. Association football is the national game, and riding, tennis, swimming, and rowing clubs are legion. "Palabra de Ingles" and "Hors de Ingles" are household words amongst Argentines and other nations of South America. Many Argentines and Chileans are graduates of British universities, and many are students in attendance. British character and British institutions have had the same formative and stimulating influence on the rest of South America as has been the case with Argentina and Chile. On the South American continent no other nationality is treated with such confidence, respect and friendly intimacy as the British.

Influence of United States.—United States prosperity, especially since the war, has produced such a surplus both of money and merchandise that her financiers and manufacturers have turned their attention to Latin-America as their best field for development. It has been explained in a previous paragraph to what extent South America has become a sphere of influence for the manufacturer, the merchant, the engineer, and the investor of the United States. There are, however, many other groups, some of which are playing important rôles. The Rockefeller Foundation is operating in many parts of Latin-America combating disease and doing an incalculable amount of good. The Y.M.C.A. is in every important centre working for the physical and moral uplift of the youth. In isolated parts of the Andes and other remote places American missionaries are devoting their lives to lighten the burden of those about them. A United States group of financial experts, headed by Professor E. W. Kemmerer, has been advantageously employed by a number of South American Pacific coast countries to reorganize their finances and in some cases to rewrite the tariff and create a new monetary system. To the great advantage of some of the republics, American experts were left behind as counsellors in the different branches of the government. Apart from these special men, there are present in many departments of most South American countries United States experts in finance, engineering, architecture, geology, live stock, cotton, cereals, fruit, canning, and other branches of agriculture.

The knowledge which is gaining ground in South America of the facilities for education which the United States offers is diverting an important and influential stream of students from the main current, which heretofore flowed to Europe, to the universities of the great northern republic. If the advantages of a Canadian university education were placed before the Latin-American youth by means of good advertising, many students would be drawn from the Southern Continent. University expenses and cost of living are both lower in Canada than at colleges of equal standing in the United States, and in addition there is the wise custom in the Dominion of seeking employment during the long vacation, which is followed by such a large proportion of the student body.

RESEARCH IN INDUSTRY

The following incident is typical of the many proofs which the writer is frequently meeting of the lack of facilities for research in both pure and applied science available to the majority of Canadian manufacturers which, if enjoyed, would relieve them, in no small degree, from their dependence upon foreign patents. A Canadian manufacturer of a musical instrument had built up quite a respectable business in Argentina. In reality only the cabinet was made in Canada, the parts being imported and assembled by the firm. The combina-

tion worked out so well that it gained much favour in Buenos Aires, but eventually the agent was informed that, owing to royalties on the mechanism both in the United States and Canada, it had been found necessary to have the cabinet made in the United States, from whence shipments would be made in future. A somewhat similar instance is that of an article made in Canada, the patent rights of which had been secured from the United States. The manufacturers have built up a fair business in Argentina, but an American product made under the same patent is now making its appearance in Buenos Aires at a lower price. Whether the Canadian company can continue in this territory will depend upon its power to free itself from the excess of royalties which it has to pay. A third case is that of a Canadian manufacturer who bought the patent rights of an article from the United States, but when catalogues were sent to various South American countries it was found that the trade mark was already registered and the markets were shut against him. Too many Canadian firms are depending upon buying limited rights on foreign patents after they have been commercialized which, in so far as foreign trade is concerned, places them in a blind alley. In the majority of cases it is a long road between the time when an idea is patented and when it can be applied in industry.

AUSTRALIAN GRAPE AND WINE INDUSTRY

C. Hartlett, Office of the Trade Commissioner

Melbourne, May 29, 1929.—The date of introduction of the vine into Australia has been variously set down by different investigators, the years 1815 and 1828 being principally favoured. It would seem, however, that plants were brought out with the first fleet from England in 1788, consequently the Australian vine is as old as Australian settlement. From the earliest settlement at Botany Bay in New South Wales, cultivation spread to Victoria and South Australia, and these states have now outstripped the mother state in area under this crop. In Queensland and Western Australia also vine-growing has been carried on for many years, but little progress has been made. In Tasmania the climate is not favourable to the growth of grapes. The purposes for which grapes are grown in Australia are three in number: (*a*) for wine-making; (*b*) for table use; and (*c*) for drying.

The total area under vines in the several states during each of the last three statistical years (July-June) is given in the following table:—

Area Under Vines in Fiscal Years

State	1924-25 Acres	1925-26 Acres	1926-27 Acres
South Australia	50,280	50,594	50,271
Victoria	42,467	40,712	40,612
New South Wales	14,737	14,465	14,281
Western Australia	5,331	5,270	5,274
Queensland	1,579	1,656	1,682
	114,394	112,697	112,120

The area amounted to 65,673 acres in 1904-05. From that year onwards a gradual decline set in, and at the end of 1914-15 the acreage had decreased to 60,985. Since that date, however, as the result of extensive plantings, particularly of the dried grape varieties, the 1904-05 figure was soon exceeded, and the total for 1924-25 was the highest on record. Marketing difficulties have temporarily hindered progress during the past two years.

WINE

The wine-growing industry in Australia, especially in Victoria and New South Wales, received a severe check some years ago by various outbreaks of phylloxera. With a view to the eradication of this disease, extensive uprooting of vineyards in the infested area was undertaken, while further planting within such areas, except with phylloxera-resisting stocks, was prohibited.

The production of wine in Australia has not increased as rapidly as the suitability of soil and climate would appear to warrant. The cause is probably twofold, being due in the first place to the fact that Australians are not a wine-drinking people and consequently do not provide a local market for the product, and in the second to the fact that the new and comparatively unknown wines of Australia, although equal in quality to the best produced elsewhere, find it difficult to establish a footing in the markets of the old world in competition with the older and better-known brands of Europe. Active steps are now being taken to bring Australian wines under notice, while the Government bounty on the export of fortified wine of specified strength has greatly benefited the industry during the past three years. The rate of bounty was fixed at 4s. (97 cents) per gallon, but from September 1, 1927, the rate was reduced to 1s. 9d. (43 cents). The date of expiry of the bounty is set down as August 31, 1930. Particulars of the quantity of wine produced in Australia during the last three recorded seasons are given in the table hereunder:—

Australian Wine Production

State	1924-25 Gallons	1925-26 Gallons	1926-27 Gallons
South Australia	10,502,381	13,074,874	16,159,595
Victoria	1,368,765	1,637,274	2,346,314
New South Wales	1,171,264	1,240,893	1,625,507
Western Australia	223,761	238,726	291,951
Queensland	33,119	39,375	32,974
Total Australia	13,299,290	16,231,142	20,456,341

AUSTRALIAN WINE EXPORTS

The principal countries to which wine is exported from Australia are the United Kingdom and New Zealand, the bulk of the increased shipments during the past four years being consigned to the former country, by which preferential tariff treatment is accorded to Australian wines. Details concerning the exports of wines from Australia during the past four years (ending June 30) are given in the following tables:—

Year	Quantity Sparkling Gallons	Quantity Other Gallons	Total Gallons
1924-25	4,003	877,466	881,469
1925-26	3,564	1,719,045	1,722,609
1926-27	2,956	3,078,841	3,081,797
1927-28	2,744	3,769,868	3,772,612

	Value Sparkling £	Value Other £	Total £
1924-25	8,304	180,387	188,691
1925-26	7,156	364,766	371,922
1926-27	6,075	827,722	833,797
1927-28	5,571	1,056,640	1,062,211

Practically all Australian wine exports consist of still wines in bulk and contain over 27 per cent proof spirit.

RAISINS AND CURRANTS

In addition to grapes for wine-growing purposes, large quantities are grown in all the states for table use, but the greatest development in the industry has taken place in the drying of raisins and currants, particularly in Victoria and

South Australia, in the irrigation districts of which large numbers of discharged soldiers acquired land under Soldier Settlement Acts for the production of dried fruits. The plants on a large number of these soldier settlement blocks are only now coming into bearing, and within the next season or two the yield will therefore be much higher per acre under cultivation than at present.

Statistics of the quantities of raisins and currants dried during each of the last three recorded seasons are given in the following table:—

Australian Production of Raisins and Currants

Season	Raisins Cwt. (112 lbs.)	Currants Cwt. (112 lbs.)
1924-25	533,504	233,036
1925-26	495,566	244,694
1926-27	870,040	255,168

The 1927-28 season was a partial failure owing to frosts, but for the 1928-29 season, which is now ending, it is officially stated that production will be the highest yet recorded in Australia.

Exports of raisins and currants during the past four statistical years are given in the following table:—

Australian Exports of Raisins and Currants

Year	Raisins Lbs.	Raisins £	Currants Lbs.	Currants £
1924-25	56,046,855	1,392,566	21,558,804	509,179
1925-26	35,556,767	1,026,339	18,844,854	402,283
1926-27	44,078,938	1,265,994	19,210,967	377,895
1927-28	54,286,593	1,398,485	8,213,729	177,605

The principal destinations to which Australian raisins and currants are shipped are shown in the following comparisons of exports during the last two statistical years:—

Exports to Principal Countries

	1926-27		1927-28	
Raisins, Sultanas	Lbs.	£	Lbs.	£
Total exports	39,094,114	1,161,317	49,155,185	1,295,852
United Kingdom	35,318,714	1,062,405	43,270,239	1,158,934
Canada	771,032	20,002	2,037,630	51,816
New Zealand	2,694,850	69,429	3,525,448	76,053
Netherlands E. Indies	86,754	2,727	63,672	2,143
Germany	.....	.....	54,880	1,529
China	23,316	616	59,528	1,415
Ceylon	126,867	3,962	45,408	1,292
Hong Kong	22,412	602	50,792	1,227
Raisins, Lexias				
Total exports	4,896,895	102,030	5,085,070	101,394
United Kingdom	3,875,773	83,169	4,173,706	85,692
Canada	853,048	15,406	845,600	14,585
New Zealand	38,920	786	17,060	262
Hong Kong	2,240	34	22,254	343
Netherlands E. Indies	68,328	1,371	4,220	69
Raisins, Other				
Total exports	87,929	2,647	46,018	2,320
United Kingdom	45,456	1,533	39,540	1,052
Canada	16,800	473	2,000	44
Hong Kong	20,856	459	.....	.....
Currants				
Total exports	19,210,967	377,895	8,213,729	177,605
United Kingdom	15,121,243	298,953	1,388,189	32,905
Canada	2,157,120	40,552	4,392,206	94,429
New Zealand	848,322	16,650	1,279,330	25,267
South Africa	426,880	8,380	732,156	15,909
Netherlands E. Indies	293,154	5,318	176,232	3,731
East Africa	12,040	201	62,160	1,363
China	70,752	1,363	52,528	1,063
Hong Kong	53,886	1,011	58,408	1,132

EXPORTS TO CANADA

Both in wine and dried fruits Australia is experiencing great difficulty in finding oversea markets, hence is making every effort to supply a larger share of the Canadian demand for both products. With that object in view an Australian Trade Commissioner to Canada (Mr. R. A. Haynes) has been appointed, who is now established in Toronto. He will pay special attention to wine and dried fruits, which are among Australian products entitled to entry into the Dominion at preferential rates under the existing trade agreement between the two countries. The foregoing export figures indicate the benefit already derived by Australia in dried fruits under the agreement rates, and in the interest of mutual trade between the two countries it is hoped that Canada will continue to provide an increasing market for these Australian fruits, the production of which can be extended to meet any demand that can be developed in Canadian and other oversea markets. The exports of currants to Canada in 1927-28 were very large in comparison with the previous year, but owing to a shortage in production supplies for the United Kingdom were greatly curtailed in order to foster the encouraging Canadian connections which had been established. As it was, many Canadian orders could only be partially supplied. The possibilities of extension in wine production in Australia are also unlimited, but at present the industry is rather depressed and large stocks of well-matured wines are held by export firms. The quality has only to be known to be appreciated, hence it is hoped that a better market will be developed in Canada than the rather disappointing one so far gained under the agreement rates, which have now been in operation nearly four years. The exports to Canada in 1927-28 were 11,602 gallons valued at £4,017, and 5,548 gallons valued at £2,231 in the previous year.

SYDNEY WOOL SALES

B. Millin, Commercial Agent

Sydney, May 30, 1929.—During the closing series of sales in Sydney this month there was undoubtedly a slackening demand for wool, but it was a difficult matter to ascertain to what extent this was due to the miscellaneous and general "off-season" character of the wools submitted to auction.

The position was, however, clarified to some extent by the Brisbane auctions this week, and the conclusion is that the weakness was in the market as well as in the selection. The catalogues embraced an average selection, but the bulk of the offerings showed a finer fibre than was the case with the April auctions. The big factor was apparently that the Japanese section (which had been quiet in Sydney for some weeks previously) bought very sparingly at Brisbane. The demand was chiefly from Yorkshire and Germany, with good support from France on the finer classes. There will be a cessation of auctions now until the Sydney clearing-up fixture on June 17, when about 25,000 bales of a miscellaneous character will be offered. After that there will be a day's sale at Brisbane, and no further offerings will be made until the new season opens in Sydney on September 9.

All things considered, it appears just as well that, from a seller's point of view, a long period of lean supplies faces the trade, which is in no mood at present to buy freely.

MARKET FOR RUBBER SCRAP IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, June 17, 1929.—The consumption of reclaimed rubber in Great Britain has increased considerably during the last few years. The rubber restriction scheme, limiting the exports of crude rubber from British Malaya, which went into operation in 1925, gave an added impetus to the reclaiming industry, and during the period of high prices for crude rubber a number of manufacturers became familiar with the use of the reclaimed product to such an extent that it has now developed a more established outlet and the former prejudice against its use has been largely overcome.

As a result of this growing market for reclaimed rubber, when the heavy decline in crude rubber took place in 1928, although it is generally agreed that there was a certain falling off in reclaimed, it was not nearly as marked as was anticipated—in fact, one or two firms consulted state that the demand for reclaimed rubber actually increased last year. When raw rubber declines in price, a lower value for the reclaimed product, which must always follow the crude rubber market, is inevitable.

To fill the requirements of producers of reclaimed rubber, several of whom are located in the North of England, it is necessary to import considerable quantities of certain classes of rubber scrap; the most important source of supply is the United States.

In Great Britain there are available large surplus supplies of old pneumatic outer casings, and there would seem to be little opportunity of importing this class of scrap in view of the high cost of transportation on such a low-priced article, plus a better demand in North America.

There are conflicting opinions as to the prices obtainable for old outer casings; values are from £4 to £4 10s. ($19.50 to $22) per ton of 2,240 pounds delivered to factory. Early in 1928 old outer casings were obtainable at £3 ($14.60) per ton. These and old bicycle tires are available in large quantities from domestic sources, and it is understood that practically none have been imported from the United States during recent years. Ordinary rubber waste such as hosepipe, black mechanical scrap, etc., is also available in such quantities that importations would not be profitable.

The main imports from the United States consist of inner tubes, which are in constant demand owing to lack of sufficient supplies in this country. These are of several types, red tube being the most important, but prime floating and compound tubes are also shipped to England by American firms.

The American red, being an oxide tube, is not as valuable in the opinion of reclaimers in this country as the English red antimony type, as the oxide variety cannot be bleached. Consequently, it does not bring as good a price as the domestic article. Red oxide tubes from the United States are nevertheless imported into England in large quantities. Recent quotations on American red tube scrap were approximately £25 per ton c.i.f. Liverpool.

Compound or grey tubes from the United States, imports of which fluctuate according to available supplies, generally bring from a half cent to one cent per pound less than the red variety. The most favoured American scrap is the prime floating tube, is the hardest to obtain, and was recently quoted at around 8 cents per pound c.i.f. Shipments of tube scrap from the United States are usually made in press-packed bales or large bags.

In addition to tube scrap, which is by far the most important item shipped from the United States, there is also a considerable demand among English

reclaimers for certain other scraps not so readily obtainable in Great Britain, such as thin bathing-cap waste, pink corset trimmings, toy balloon waste, tire flaps, goloshes, etc. American bathing-cap waste, which is favoured over other sources, was recently quoted at around 5 cents per pound c.i.f. United Kingdom port for all new manufacturers' scrap; pink corset trimmings, without cloth, 5 cents per pound, and with cloth, 3 cents. The current market value for tire flaps is about £5 ($24) per ton delivered to works. Goloshes scrap as a rule is more competitive from Scandinavia than North America, and is worth about £6 10s. ($31.50) per ton delivered. Toy balloon scrap is worth roughly 5 cents per pound c.i.f.

While there are rubber scrap merchants in this country who cater for the requirements of reclaimers and carry stocks of many grades of rubber waste to meet varying needs, the reclaiming firms in the North of England who have expressed a willingness to consider offers from Canadian exporters prefer to buy direct on a c.i.f. basis. As it apparently is worth while for American scrap dealers to export surplus waste rubber to England, it should be possible for Canadian firms to share some of this business, as the same general types of scrap should be obtainable in the Dominion, unless the domestic market absorbs all that is available. Accordingly, any interested Canadian shippers in a position to offer scrap for this market, particularly old inner tubes, are invited to communicate with the Canadian Trade Commissioner at Liverpool. Attention is also drawn to Trade Inquiries Nos. 621 and 622 appearing in this issue, page 36.

HAY SITUATION IN LIVERPOOL

Harry A. Scott, Canadian Trade Commissioner

Liverpool, June 21, 1929.—Early in May considerable anxiety was felt over the prospects for the English hay crop, and during that month, with relatively light arrivals from Canada, the market for Canadian hay at Liverpool showed an advance of from 10s. to 12s. per ton higher than during the corresponding period of 1928.

With the harvesting of the English crop commencing in several areas this week, it is now generally agreed that the yield in this country will be lighter than last year, which in itself was a relatively poor crop season. This condition has been largely brought about by the extreme frost during the winter and the unusually dry weather this spring.

Imports of Canadian hay to Liverpool during June have been rather in excess of demand. It is estimated that by the end of the month approximately 33,000 bales of Canadian hay will have arrived at this port. During the first week of June values seemed to average around 100s. per ton c.i.f., but with heavier shipments during the last week importers are reported as being able to purchase at as low as 95s. This dull market situation, according to Liverpool traders, has been partly brought about by excessive imports to London during recent weeks. Owing to that market having become oversupplied, it has been necessary to ship to Liverpool, and exporters have had to accept lower prices.

It is expected that the temporary depression at Liverpool will probably last till the end of the month, but after that all indications point to a continued steady demand for good quality Canadian clover and timothy mixture in this market, as undoubtedly the light crop in Great Britain generally will necessitate a considerable importation of hay from the Dominion.

WEST OF ENGLAND ECONOMIC CONDITIONS

Douglas S. Cole, Canadian Trade Commissioner

Bristol, June 21, 1929.—Results of the general election in the West of England were attended by the entire absence of any effect on the stock market or the general trade situation.

SOUTH WALES

For the three months ending April 30 colliery owners in Wales, for the first time since 1924, are able to show a credit balance on their operations. The result is equivalent to a wage rate of roughly 10½ per cent above the 1915 standard. Miners' wages will therefore from June 1 remain at 20 per cent above the minimum standard. The existing wage agreement terminates on December 31. Arrangements are already being made between the representatives of the Miners' Federation and the coal owners for their respective views to be canvassed with a view to the avoidance of any possible deadlock. Following the general strike in 1926, the purchasing power of the whole area was reduced to an extremely low level.

SOUTH MIDLANDS

Reports from the Birmingham and Coventry area are moderately optimistic. The home demand in iron and steel continues rather dull, but new opportunities have presented themselves in export markets, and these have resulted in considerable strength in the heavy industries. The chief symptoms of weakness are the continued failure to stabilize the coal and shipbuilding industries and a portion of the textile industry.

The motor car manufacturers' trading year will soon terminate. It has been marked by encouraging progress in the export field. The increase in the January to May turnover as compared with 1928 is estimated at 33⅓ per cent. Firms engaged on the production of component parts are satisfied with orders received. The motor cycle and pedal cycle also continue to show better results on the export side.

UNEMPLOYMENT

An analysis of trade factors considering monetary conditions in relation to commodity price, production and unemployment indicates that there is the paradox of marked financial activity existing side by side with general trade depression. This was particularly true in the latter part of 1928 and the early part of 1929. The Midland Bank in a deduction of the present situation draws the conclusion that production statistics are a direct signal to what may be expected in employment six months hence. If this be true, employment may be expected to tend in the right direction as 1929 progresses. The indices show that trade generally is almost at the level reached in the early part of 1927, when the stimulus of the after-effects of the troubles of 1926 was being felt. The percentage of unemployed in the South-Western (Bristol) and Midlands (Birmingham) area—7·2 and 8·9 per cent respectively—as at May 27 is practically the same as in May, 1928; that of the Wales area is 3·6 per cent less, standing at 17·4 per cent.

BANK CLEARINGS

The decrease in bank clearings previously reported continued in the month of May. Such returns are presumed to give a clear indication of the strength or weakness of trade, but it must never be forgotten that they tend to be swollen or depressed depending upon the activity of the public interested in the stock market. Conditions are extremely quiet at this time of year, and of course were greatly interfered with in May owing to the general election and the effect which it was felt it might have upon securities of all classes.

Considerable decreases are shown at all centres in this area compared with a year ago. In Leicester there was a decrease of 22 per cent.

	Month of May 1928	Month of May 1929	Per Cent Inc. or Dec.	April, 1929	Aggregate Weekly Totals to June 8, 1928	Aggregate Weekly Totals to June 8, 1929
	(Figures in £ Sterling)					
Birmingham	12,313,000	10,216,000	−17.0	10,126,000	63,474,500	61,147,300
Bristol	5,357,000	4,808,000	−10.2	4,738,000	27,608,000	27,428,000
Leicester	3,940,000	3,070,000	−22.0	3,490,000	20,261,300	18,467,500
	21,610,000	18,094,000	16.4	20,354,000	111,343,800	107,042,800

RAILWAY ROLLING STOCK

During the political campaign attention was strongly directed to the unsatisfactory situation as regards railway rolling stock in this country. Railway wagons, or freight cars, are to a great extent privately owned. This condition has resulted in more wagons being on the railways than are required, and the earnings of those which are privately owned have been so poor that the movement towards their abolition may thus be simplified. The main cause of criticism—and a fact which strikes every overseas visitor on coming to England—is the small size of the trucks in use. Roughly, an English freight car has the capacity of about one-fifth that of the North American type, and there is considerable difference, with regard to shunting and other rail operations, in the cost of handling the English type.

INTEREST IN UNITED STATES TARIFF CHANGES

In recent and impending changes in the United States tariff, Victoria street, Bristol, which is the West of England centre for the distribution of food products, has for the time being been chiefly interested as to the effect in Canada of the increase of duty on imported cream from 20 to 48 cents per gallon. Canadian butter has not been imported into the West of England for a considerable period, and the question is whether increased quantities of Canadian cheese and a renewal of supplies of Canadian butter will be available as a result of the new American rates.

CANADA'S POSITION IN THE WEST OF ENGLAND BARLEY TRADE

Douglas S. Cole, Canadian Trade Commissioner

Bristol, June 18, 1929.—That Canada is keenly interested in the development of the barley trade with the United Kingdom is evidenced by the fact that detailed investigations this year have been made by Canadian experts in this country. One of these investigations has been made on behalf of the Canadian Wheat Pool, and its findings have been placed before the Central Board at Winnipeg.

BARLEY IMPORTS

The following table of imports into Avonmouth is by countries of shipment for the past four years and includes all classes of barley. The figures indicate the fluctuating position held by Canadian exports to the West of England:—

Countries of Shipment	1925 Tons	1926 Tons	1927 Tons	1928 Tons
Irish Free State	....	1,505	446	595
Northern Europe	1,198	20	606	46
Southern Europe	78,321	102,179	26,301	3,596
Asiatic ports in Mediterranean	....	11	4,519	927

BARLEY IMPORTS—*Concluded*

Countries of Shipment	1925 Tons	1926 Tons	1927 Tons	1928 Tons
India and Persian Gulf	5,607	6,313	97,199	56,247
Northern Africa	21,492	2,452	7,915	24,285
Canada—				
Atlantic ports	55,377	14,082	13,510	42,403
Pacific ports	6,571	....	....	364
United States—				
Atlantic ports	22,861	3,572	14,493	19,182
Pacific ports	18,232	20,899	21,035	18,363
South America	....	5,593	3,444	....
Australasia	553	265	958	150
Total	210,766	156,891	190,426	166,158

FEED BARLEY

The great bulk of Canadian barley is used for feed purposes, and unfortunately commands a low price on the British market. Low grades cannot command a good price owing to the presence of weed seeds and wild oats. West of England feed merchants state that feed barley must be clean to command a fair price and a good sale. The preference is for a barley of low moisture content and which has a bright appearance generally supposed to indicate a high vitamin content. Great emphasis, however, is placed upon the undesirability of weed seeds and wild oats. On this account importers are quite frank in stating that the reputation of Canadian barley suffers in the West of England. It is likewise stated that prior to the 1926 crop Canadian barley was extensively used to supply the malt in grain distillation, but owing to the presence of artificially dried grain from that year on Canada has been losing this trade to foreign sources of supply. It is anticipated that the creation of a new grade approximating to the present No. 3 C.W., with assurance as to its germinating quality, will in some measure restore this market to Canada.

BARLEY FOR BREWING PURPOSES

One object of the Canadian investigation was to devise some means of improving the quality of Canadian barley so that it may be used for brewing purposes. For malting purposes the largest shipments at the present time are from San Francisco: of imports of some 18,000 tons from United States Pacific ports, approximately 15,000 tons represent barley suitable for brewing purposes.

In the past India was another large source of supply, large quantities being shipped from Karachi, but only when price was below California. No supplies from this source, however, have been received in Bristol in recent years.

As regards imports from Northern Africa, great fluctuations will be noted. These are explained by the fact that the chief shipping points, Algiers and Tunis, being French colonial possessions, imports from them are admitted into France free of duty against 12s. ($2.92 exchange at par) per quarter of 448 pounds for foreign barley. At seasons when there is a surplus over French requirements, malting barley from Northern Africa may be imported into Avonmouth.

CANADIAN BARLEY FOR DISTILLING PURPOSES

The only local consumption of Canadian barley for distilling purposes is by one large Bristol brewer, who uses about 20,000 quarters or approximately 4,000 tons per annum of No. 3 Canadian Western. This tonnage is extremely small compared with the huge quantities of Canadian barley consumed in other trade areas of this country, such as Leith and Glasgow.

Canadian barley is also used in certain quantities owing to its diastatic content, being used by chocolate manufacturers and producers of malted milk.

SITUATION IN THE IRISH FREE STATE

John H. English, Canadian Trade Commissioner

Dublin, June 15, 1929.—The past three months have shown a continued, though not rapid, improvement in conditions in the Irish Free State. In speaking before the Dublin Chamber of Commerce recently, Sir Walter Nugent, the president, stated that, "after a long period of depression and uncertainty in the commercial world, the Free State has now reached a period of well-defined progress and may congratulate itself on what it has actually achieved." This appears to be the general feeling expressed by the most prominent business men who are in a position to survey the situation accurately.

The establishment of a Trade Commissioner in Dublin by the Imperial Government, the appointment of a Consul General by Poland, and the interchange of ministers between the Governments of the Irish Free State and France, Germany, and the Vatican would appear to be further evidence of the growing importance of this country in the eyes of other nations of the world.

TRADE RETURNS

The trade and shipping statistics for the Free State, just issued by the Department of Industry and Commerce, covers the period 1924 to 1928, and shows that imports decreased each year from £68,890,000 in 1924 to £59,852,000 in 1928.

Exports of domestic produce decreased from £50,281,000 in 1924, which include abnormally heavy shipments of live stock, to £41,185,000 in 1926, but increased to £44,168,000 in 1927 and to £45,591,000 in 1928. Re-exports decreased to £684,000 in 1927, increasing to £714,000 in 1928.

The total trade for the period was at its lowest in 1926, when it amounted to £103,243,000, and the adverse balance of trade was at its highest (£19,329,000), but the total trade increased in 1927 and 1928, being £106,157,000 in the latter year, for which the adverse balance was £13,547,000—a reduction of 30 per cent in five years.

TRADE BY PARCEL POST

The total value of non-dutiable goods imported by parcel post in 1924 was £3,079,000; in 1925, £1,958,000; in 1926, £2,055,000; in 1927, £1,700,000; and in 1928, £1,477,000. The total volume of exports in 1928 was, for the first time since 1924, above the pre-war level, and was larger than for any years included in the return except 1922 and 1924.

MOTOR CARS

An interesting statement recently issued, which is more or less indicative of the betterment of conditions in the country as a whole, shows that during the first two months of the year, 1,378 motor cars valued at £215,420 were imported into the Free State as compared with 550 valued at £110,141 during the same period in 1928.

Imports of gasolene during the period totalled 3,611,151 gallons valued at £111,187 as against 3,715,282 gallons valued at £96,320 in the 1928 period. According to the latest returns, there is one motor vehicle for every 113 persons in the Free State. Registration covers 26,327 private cars, 6,500 lorries, and 726 omnibuses.

AGRICULTURE

As a direct result of the assistance rendered by the Government, forty-six creameries have been established in the Free State since the reorganization of

the whole industry. The standardization of butter production and export has greatly increased the marketability of Irish butter in the United Kingdom, with the result that Irish butter is now said to be in good demand and to receive top prices in competition with Continental supplies.

BUILDING

Building is on the up grade, although the housing shortage continues more or less acute in most parts. The Government continues to give its assistance to contractors in connection with housing schemes with apparently favourable results. The estimates of the Board of Public Works for the fiscal year 1929-30 indicate that a considerable amount of money will be spent in Government buildings in the next twelve months.

ELECTRICITY SCHEME

The Shannon Scheme appears to be progressing favourably, but difficulties lately encountered may delay the final opening of the system somewhat. The latest advices indicate, however, that the current from the Shannon generating station will be available for consumers early next October. In the meantime, the Government, operating through the Electricity Supply Board, who are to have a monopoly of the sale of electricity, have taken over practically all the existing municipal electricity plants from the local authorities and are now operating them in their own name.

CALCUTTA MARKET FOR SILK STOCKINGS

Richard Grew, Canadian Trade Commissioner

Calcutta, May 30, 1929.—Although separate statistics are not available to show the importation of silk stockings into this market, there is no doubt that a good demand exists.

At the present time there is one brand on the market which is enjoying the greatest popularity. The brand and name of the manufacturer may be obtained on application to the Department of Trade and Commerce, Ottawa. In order that Canadian firms may secure any appreciable share of this trade, it will be necessary to offer a stocking equal in quality and at a slightly more favourable price than the present popular brand which by this time has become well established.

Most of the business in silk stockings is done through an agent appointed by the manufacturer. He in turn appoints a distributor who has to guarantee a certain amount of business per month. This distributor is usually one of the larger firms in the New Market and he collects orders from all the other dealers in the New Market. The agent sends in the order to the manufacturer, at the same time guaranteeing payment. There are a large number of small dealers in the New Market and each one of them will stock a small quantity, providing of course price and quality are satisfactory.

Numerous brands and styles are on the market at the present time, but few have sales of any great volume. Nevertheless, competition is exceptionally keen, and in a great many cases dealers will not even place a small trial order until they have actually tried out the samples by having them worn by some person. They are particularly careful regarding the wearing qualities.

The demand in this market is for a stocking with a slippered heel. It is impossible to sell stockings with the square heel in any quantities, no matter how attractive the appearance, quality, and price may be. The slippered heel

is one of the essential features, if substantial sales are to be secured. Some stockings have a seam running down the centre of the foot, but this feature is not popular. Due to the extreme heat in India, the feet are inclined to become very tender, and consequently the demand is for a stocking with no seam or ridge where pressure on the sole of the foot is applied. The brands enjoying the greatest sale to-day do not have the silk going right to the top of the stocking. The upper part is made of lisle thread.

In order to quote competitive prices with the most popular brand on the market, Canadian firms would have to be prepared to sell at slightly less than $11.50 per dozen f.o.b. Canadian Atlantic seaboard. Even at this price, and taking it for granted that style and quality were equal to the present best seller, it is quite possible that some additional inducement would have to be made before dealers would be willing to stock fair quantities. Some form of advertising is very often of considerable assistance in getting a new line established in the market. One form of advertising, which has proved successful in other instances, is to include a coupon with each pair of stockings. After the required number of coupons have been secured, the customer is given a free pair of stockings. The Indian buying public seem to be partial to this method of advertising. Silk stockings which sell for $11.50 per dozen f.o.b. Canadian Atlantic seaboard to the dealers are usually retailed at Rs.5-4-0 per pair, which is the equivalent of roughly $1.95.

The demand for artificial silk stockings is not nearly so keen as for ordinary silk. In this case also the slippered heel is required, and the dull finish is preferred. The most popular artificial silk stockings are priced at the equivalent of $3.50 or $4.50 per dozen f.o.b. Canadian Atlantic seaboard. This price is approximately what the dealer pays to the importing agent.

There are also a few large department stores catering to the European trade. These stores refuse to stock any brands that are sold by the dealers in the New Market. As the overhead expenses for the department store are much higher than the New Market dealer's, a higher rate of profit must be obtained. It is natural that their business would be practically nothing if they charged more for the same stocking that was being sold in the New Market. As a result of this, these stores principally purchase the expensive lines of stockings which retail at about $4 per pair. The department stores obtain a good rate of profit, sometimes as high as 50 per cent, but their sales are necessarily small. By no means do all the Europeans trade with the department stores, many of them dealing in the New Market for such purchases. It is only the wealthier class of Europeans that deal with the department stores, and this class is further limited by the fact that supplies are obtained when on home leave, or by dealing direct with London houses by the mail order system.

ECONOMIC CONDITIONS IN THE NETHERLANDS EAST INDIES IN 1928

Geo. R. Heasman, Acting Trade Commissioner

[Note.—One guilder or florin equals 40 cents.]

Batavia, May 31, 1929.—Economic conditions in the Middle East, especially in the Netherlands East Indies, during 1928 must be considered as above the average. In Java the largest sugar crop in the history of the country was harvested, but prices fell considerably. In Malaya the removal of rubber restriction was the outstanding event. The low prices received for this commodity were reflected in the external trade of the country, but the results were not as bad as anticipated and the recovery has been rapid. Siam's rice crop was badly damaged in certain areas, but due to a large carry-over from 1927, external trade was not affected.

The Chinese boycott of Japanese goods during the latter part of 1928 was very marked. The retail trade throughout the Middle East is controlled by the Chinese, and on more than one occasion drastic measures were taken by them to see that their compatriots abided by the boycott.

In Java and Sumatra, the two main islands in the Netherlands East Indies, 1928 was a year of continued prosperity. Good crops in rice, tea, coffee, and a record sugar yield resulted in a feeling of general optimism throughout the year. It is true that the sugar growers put their produce into storage rather than sell at a low price, and this combined with the low price of rubber in the second half of the year resulted in a dull stock market for several months. The general prosperity of the country, however, was in no way affected. This is borne out by the fact that although the value of exports in 1928 increased by 37,000,000 fl., imports increased by 87,000,000 fl.

The fact that two large American export houses opened up three offices during the year in Batavia and Sourabaya, and that 1928 saw a great increase in automobile sales, a large majority of the dealers making records, may be taken as other evidences of prosperity.

PUBLIC FINANCE DURING 1928

According to preliminary figures for the fiscal year ended December 31, 1928, State receipts were 791,618,910 fl., and disbursements 847,582,140. While expenditure on ordinary service is 1,884,230 fl. below revenue, extraordinary expenditure exceeds 57,847,460 fl., resulting in a deficit of 65,963,230 fl. The total State revenue, excluding receipts from Holland, amounted to 731,561,713 fl., which was 66,277,244 fl. in excess of the budget estimate. Compared with 1927, revenues for Netherlands India (only), the receipts for 1928 show an increase of 38,679,125 fl. The State expenditure for 1928, estimated at 847,582,140 fl., was 82,430,914 fl. higher than in 1927, due mainly to increased expenditure on the army, education, civil pensions, and public works.

The following table shows the 1928 budget estimate of revenue contrasted with actual receipts, and also the earnings during 1927, in thousands of guilders:

Group	Estimated Revenue 1928	Actual Receipts 1928	Excess over Receipts 1927	Excess over Estimate 1928	Inc. or Dec.
		In Thousands of Florins			
Taxation	310,162	360,743	317,823	50,581	+42,920
Government monopolies	78,922	83,511	83,061	4,589	+ 449
Government products	108,919	109,428	128,418	508	−18,989
Government industries	128,479	134,766	124,423	6,287	+10,342
Miscellaneous	38,800	43,110	39,155	4,310	+ 3,955
Totals	665,284	731,561	692,882	66,277	+38,679

Customs returns showed an increase of 14,097,660 fl., but export duties declined by 1,278,428 fl. compared with 1927. Other increases under taxation were: private income tax, 4,020,945 fl.; corporation tax, 2,279,870 fl.; and 22,957,619 fl. were recovered on war profit tax covering previous year's assessments. The revenues from the sale of opium and salt showed an increase over 1927 of 2,255,079 fl. and 515,931 respectively. The receipts of the Government pawnshops, however, fell by 2,320,021 fl.; and those from various agricultural pursuits operated by the Government all declined with the exception of forestry. Receipts from cinchona estates decreased by 65,182 fl.; from rubber estates by 213,512 fl.; from gold mines by 122,277 fl.; from tin mines by 17,383,570 fl.; and from coal mines by 1,841,225 fl.

The Government-operated rubber plantations have had their share in the general fall of prices which set in immediately after the announcement of the removal of the (British) Rubber Restriction Scheme. This resulted in receipts falling 2,089,637 fl. below the estimated figure for the year under review.

The largest decrease under the group section "Products" was in the tin mines. This decrease was occasioned by a decline in price. The highest quotation during the first two months of 1928 stood at £263¾ per ton, but as a result of over-production, increasing stocks in England, and a lessening demand from the United States, prices soon dropped to £228 per metal ton. Throughout the year the market continued in a downward trend until £210 per ton was reached. The price at the time of writing has dropped to about £200 per metal ton. However, the budget estimate for 1928 made provision for a possible decrease in tin returns, so that receipts were still 3,723,578 fl. in excess of the estimated figure. The decrease in receipts from coal mines is attributed partly to smaller production, due to diminishing deposits, and also to lower prices received. Total earnings were approximately 3,688,000 fl. below the estimate.

Under "Government industries"—harbour works, printing works, post, telegraph and telephone service, railways and tramways, and water-power and electricty—there was a general increase totalling 10,342,829 fl., or 6,287,348 fl. more than the estimate. With the exception of railways and tramways, printing works, water-power and electricity—which are also shared by private companies—the other services are operated exclusively by the Government.

The 1929 budget estimate of revenue is expected to exceed that of 1928, but expenditure has also increased. Estimated receipts of the combined services are given as 816,078,630 fl., and disbursements as 875,185,650 fl., leaving a deficit of 59,107,050 fl. A conversion loan is being contemplated by the Netherlands Indies Government bearing a lower rate of interest. Present holders of Government securities are to have preference on the new issue.

PRICES AND WAGES

Prices in the Netherlands East Indies can be divided into two classes: those that affect the native population and those that affect the European. The native lives off the land, so that for his necessities of life he is not as dependent on imported articles as the European.

According to the local bureau of statistics, the wholesale price of seventy-two imported articles (with 100 as the basis for 1913) remained at 156 all through the year. The cost of food, however, for an European family advanced from 165 in December, 1927, to 167 in December, 1928. The cost of food for the native population remained at 152 from January to December, 1928. The retail price of imported commodities, food excepted, declined from 149 in January to 146 in December.

In so far as wages in the Netherlands East Indies are concerned, there is very little variation in the wages paid the natives, and as they outnumber the Europeans by about 400 to 1, the latter are comparatively of little importance.

The average wage received by a Java native is less than 25 cents (Canadian) a day. This amounts to $91.25 per year. It has been estimateed that a native has approximately $5 a year to spend on articles other than the necessaries of life. If an assumed earning population of 30,000,000 is taken, the natives of Java have $150,000,000 to spend on imported articles. Canada's share of this during 1927 was 1·8 per cent, of which over 1 per cent consisted of automobiles or parts of automobiles.

SHARE MARKET

The share market in the Netherlands Indies responds largely to the fluctuations prevailing on the Amsterdam and London Stock Exchanges.

The stock market index figures provided in statistical reviews for 1928 (taking 100 for 1924 as the basic figure) showed an almost uninterrupted

decline. On the ten leading products and industries of the Netherlands East Indies there was a decline of 9 points from January to December, 1928.

Rubber shares, reacting to the fall in prices after the removal of the "Stevenson" restriction scheme, suffered the greatest loss. From 217 points in January, 1928, and 177 in March, rubber shares dropped to 153 in April, and finally to 137 in December. Although the fall in sugar was not so great, it suffered the second greatest loss, declining 31 points during the year. Tea and tobacco shares declined in sympathy with lower prices, but not to nearly the same extent as rubber and sugar. As a natural sequence, the banking institutions engaged exclusively in agricultural pursuits also suffered from the downward movement of agricultural shares. The shares of these institutions registered a loss of 20 points throughout the year.

The transportation companies' index figure of shares showed a rise, mainly due to increased volume of exports and imports and resultant higher earnings.

The following is a summary of the movement of the 1928 stock market, the index figures being based on Amsterdam quotations:—

Stock	Jan.	April	July	Oct.	Dec.	Loss
		(Basic Figure=100 for 1924)				
Rubber	217	153	136	141	137	80
Sugar	145	145	123	115	114	31
Tea	168	160	159	156	159	9
Tobacco	171	173	165	163	164	7
Agricultural banks	142	140	125	120	122	20
Banking	125	129	121	118	117	8
Commercial enterprises	162	164	159	156	154	8
						Gain
Railway companies	153	162	158	157	163	10
Shipping companies	146	150	146	147	151	11
Consols	113	113	113	113	113	..
						Loss
	136	133	128	127	127	9

AGRICULTURE

The outstanding features of the year in agriculture were the record-breaking sugar crop, due largely to the higher production received from a new type of sugar cane that has just been developed, and, for the first time in Java's history, self-sufficiency in rice production.

The agriculture of the Netherlands East Indies can be divided into two classes: native and estate production. The chief crops are rice, sugar, rubber, maize, cassava, tobacco, copra, tea, coffee, and tapioca, with the production of rice, maize, cassava, tapioca, and cinchona being almost exclusively native. During 1928 tobacco and coffee were the only two crops to show a decrease in production, and they are mainly produced by estates.

A sign of progress among the native farmers was the fact that during 1928 outstanding loans issued by the agricultural banks showed a decrease.

The estates report a good year so far as production is concerned, but in most cases the price of their crops fell considerably during the period.

INDUSTRY

The few industries that are located in Java were even more prosperous than in 1927. General Motors, who in 1927 opened an assembly plant at Tandjong Priok (Batavia), had a very successful year. A feature of this assembly plant is the fact that the native Javanese has proved himself capable of fitting into this industry. There are no labour unions.

The cement and tile industry continued to show progress, due to the large amount of building and construction that took place during 1928. In the cities there is still a shortage of modern homes in spite of many new residential districts being opened up.

Other industries in Java are hat plaiting, tin, asphalting and oil mining, canning, weaving, furniture manufacturing, and the paper industry. With the possible exception of paper and canning, none are of any interest to Canada.

The paper industry is centred chiefly in one paper mill at Padalarang. The year 1928 was a normal one, with the mill running at capacity throughout the year. Government supplies are obtained from this mill, otherwise it is doubtful whether it could keep going. The paper made is of the lower grades, both in tissues and wrapping. A writing paper is made, but could not be considered in any sense a No. 1 quality.

The canning industry for the manufacture of soups, meats, and vegetables continues to show an ever-increasing turnover. These preserves can be manufactured at much lower cost than the imported article, and the quality is exceedingly good. Canned fruits and jams are practically all imported, but these are declining to a certain extent owing to the ever-increasing distribution of cold-storage articles. American and Australian fresh fruit, for instance, continue to show considerable gains.

SHIPPING

Importers throughout the Middle East have excellent shipping facilities. They have direct sailings from Great Britain, United States, and the Northern Continent of Europe. Importers often hesitate to trade with Canada because transhipment is involved.

Some idea of the number of ships entering and leaving the main ports of the Netherlands East Indies may be gained from the table below. Note the steady increase:—

Port		Number of Ships In	Number of Ships Out	Total Tonnage
Batavia (West Java)	1928	2,741	2,738	36,140,819
	1927	2,530	2,532	31,266,348
	1926	2,411	2,407	29,886,554
Soerabaia (East Java)	1928	7,241	7,233	34,452,144
	1927	6,256	6,253	29,575,219
	1926	5,674	5,677	27,623,916
Semarang (Central Java)	1928	3,129	3,124	33,760,332
	1927	1,803	1,798	28,983,282
	1926	2,695	2,699	26,897,935
Cheribon (Central Java)	1928	1,524	1,522	18,010,517
	1927	1,428	1,429	16,455,981
	1926	1,438	1,438	15,196,569

The quantity and value of merchandise carried by the above ships from these same ports during 1927 and 1928 were as follows:—

	Imports Gross Weight in Kilograms	Imports Value in Guilders	Ports	Exports Gross Weight in Kilograms	Exports Value in Guilders
1927	384,626,917	173,652,479	Batavia	292,887,915	237,147,268
1928	383,375,000	198,125,000		324,119,000	224,040,000
1927	520,945,910	199,988,039	Soerabaia	1,214,335,234	240,990,699
1928	677,873,000	243,529,000		1,811,726,000	255,393,000
1927	261,369,823	103,644,517	Semarang	652,487,260	142,382,049
1928	294,200,000	116,760,000		922,265,000	146,168,000
1927	105,365,784	41,879,895	Cheribon	143,365,634	24,016,018
1928	119,268,000	45,003,000		191,571,000	27,572,000
1927	40,972,142	5,516,970	Tjilatjap	249,726,600	39,866,245
1928	46,012,000	6,476,000		343,707,000	48,366,000
1927	1,409,497,971	543,729,402	Total	3,289,770,090	812,067,786
1928	1,618,827,000	679,138,000	All ports	4,643,032,000	853,987,000

RAILWAYS

It is worthy of note that operating results of the State railways and tramways were approximately 3·2 million guilders higher than during 1927, in the face of keen competition from motor traffic, both freight and passengers. That this competition should by no means be under-rated is evidenced by substantial reductions in the tariffs of freight haulage and passenger fares already introduced, while further modification of rates is under contemplation.

ROADS

The Government goes steadily ahead with the road program that was originally drawn up as far back as 1912 for Java, and in 1914 for Sumatra. Progress in Sumatra, however, is slow due to the greater difficulties encountered.

A number of excellent roads on the various islands—often right across mountainous country—have already been built.

During 1928 4,425,000 guilders were spent on upkeep, and 5,160,000 guilders on new roads and improvements. In 1927 3,950,000 guilders were spent on upkeep and 4,420,000 guilders on new roads.

AIR MAIL

A regular daily air mail service was started on November 1 between Batavia, Pandoeng, and Semarang. This service has proved so successful that it has been increased to two planes a day to each city. Each plane carries in addition to mail and freight nine passengers. It is hoped to start a service between Batavia, Singapore, and Medan at an early date. This will shorten the mail time from Batavia to Canada by about two days. In September, 1929, a fortnightly mail service will be started from Holland to Java.

GYPSUM SITUATION IN JAPAN

James A. Langley, Canadian Trade Commissioner

Kobe, Japan, May 25, 1929.—Large deposits of gypsum are to be found throughout Japan and quarries are being operated in Shimane, Akita, Ishikawa, Fukushima and Niyagi Prefectures, but the chief producing centres of the gypsum mining industry are in the northeastern part of the islands in the vicinity of Tottori-ken and Akita-ken. Production data is not available, but according to an official of one of the leading cement manufacturing companies, the quantity of gypsum produced in Japan is quite sufficient to meet the requirements of the various industries employing this product, although there is an increasing quantity imported annually which under certain conditions is preferred. The production of gypsum is dependent largely on the activity of the building and cement industries, possibly more so on the latter than on the former. The demand for concrete roads and to carry out extensive building operations in which ferro-concrete is used have of late increased the demand. Japanese gypsum, when tested for available SO_3 (sulphur trioxide), shows 35 per cent of sulphur trioxide, while foreign gypsum coming into Japan averages 43 per cent, and as pure gypsum rock will test in the vicinity of 46·5 per cent, the foreign product that is being imported at the present time is of a very good quality.

According to the figure supplied by the Department of Finance, the total importations into Japan of all grades of gypsum during 1928 were placed at 22,755 tons valued at $198,579 as against 15,078 tons with a value of $154,119 imported during 1927.

Ground raw gypsum is not used to any extent in Japan as a fertilizer or land conditioner. The chief use of this commodity is in the cement industry, and in a lesser degree as a wall plaster, and in the manufacture of wall board.

The largest consumers of crude gypsum are, however, the cement manufacturing concerns, who put 10 kin or 13⅓ pounds of gypsum into each barrel of cement produced. As the annual production of cement in Japan is placed at 20,000,000 barrels, the total yearly consumption of gypsum rock in this industry is 121,212 long tons, which, as mentioned before, is obtained at present largely from Japanese mines, with small quantities coming in from Germany, Italy, Mexico and other countries.

It is understood that the domestic manufacturers prefer the foreign product owing to its superior quality, but give the domestic gypsum preference for various reasons, the chief being the fact that cement manufacturing concerns must have deliveries constant and positive and so purchase their requirements at fifteen-day intervals. Up to the present time deliveries of foreign gypsum have never been properly arranged, and the factories are not anxious to change from a sure source of supply to one in which there is considerable element of risk, in so far as deliveries are concerned. Then again there is the question of the laid-down cost of foreign gypsum: Japan is a price market. Contracts entered into by various cement concerns usually stipulate an analysis of 35 per cent sulphur trioxide, for which 1·20 yen will be paid per 100 kin, or 133⅓ pounds. If the gypsum supplied shows a higher or lower test than that stated, then a corresponding change in price takes place. The method followed in arriving at the percentage of content of the product supplied is as follows:—

Four samples are taken from the shipment on arrival. One is tested by the purchaser, one by the official government testing bureau, one is held for the supplier, and the fourth sample is retained in the event of a disagreement taking place, and is used in a final test. An average is struck, and the price fixed on that basis. The price of 1·20 yen per 100 kin, or 133⅓ pounds, varies but little and might be referred to as a standard price.

In following certain foreign importations to their source, it was found that one or two shipments came in as ballast in ships owned by the Mitsui interests, and were sold in price competition with the domestic product, having regard of course to the difference in analysis. These were from Italy and Africa.

Gypsum is calcined at several plants in Japan. The method used is to crush the rock in large crushers and this is followed by grinding in a mill. The ground gypsum is then charged in batches into a calcining kettle where it is kept at a certain temperature for several hours. The calcined gypsum is then discharged, cooled and screened. For building purposes the dry plaster is mixed with hair and other ingredients and bagged for the market.

HARDWALL PLASTER

No large quantities of hardwall plaster or plaster of paris appear to have been imported recently into Japan, although a small tonnage of a special grade has been coming in from the United States and Germany from time to time. This is for use in buildings designed by foreign architects that are being erected for the wealthier Japanese firms, such as the new Mitsui building in Tokyo, where the best of material has been used. The ordinary demand is almost entirely taken care of by domestic products. Of the American plaster, Calvin Tomkins (XXX brand) is the most popular on this market, and is imported from New York and quoted at 17.50 yen per 220-pound keg. German and Japanese plasters are both quoted at about the same wholesale price.

As this material deteriorates rapidly in Japan, and the margin of profit is small, few firms are willing to stock it. It is usually ordered as required; that is to say a specific tonnage for a certain job. Another point is that contractors leave their requirements uncovered until the last minute, play one quotation against the other, and buy where they can secure the lowest price, regardless of the specifications covering the work. Japanese returns do not show separately the importations of either hardwall plaster, plaster of paris, or gypsum.

GYPSUM IN CHEMICAL INDUSTRIES

So far the use of gypsum in the manufacture of sulphuric acid from gypsum, coal and clay has not been undertaken, although there is some talk of it. Neither do coking and gas-making plants producing sulphate of ammonia use gypsum as a substitute for the more expensive chemicals now being used, but the expansion of these industries will no doubt lead to a further demand for a high-grade gypsum.

LAND PLASTER

Gypsum as a fertilizer is not used to any extent in Japan, and in order to introduce it considerable money would have to be spent in advertising and the people educated to its use. One of the drawbacks to the use of new fertilizers or land conditioners in Japan is that the farmers and land owners think they know exactly what is needed, and will not change to an unknown article when they have something that they have been using for years, and from which they consider they are obtaining the maximum result.

GYPSUM WALLBOARD

During the last six years there has been a small but increasing growth in the use of plaster wall boards. It has been found that they have certain fire-resisting properties and freedom from warping under existing climatic conditions in Japan. There is one wallboard produced in Japan known as "Tiger" wallboard. This costs about 4 yen per tsubo (approximately 36 square feet) delivered to buyers in either Osaka or Tokyo. Quantity orders are given a special discount ranging from 10 to 20 per cent, according to the extent of the purchase. The firm producing this wallboard has obtained a patent, which excludes all foreign makes. The board manufactured by this concern is of gypsum, hardened between two layers of paper, and, as in the case of Canadian wallboards, comes in various thicknesses. The quality cannot be compared to that of foreign products, but the price is exceedingly cheap, and the producers are without competition.

Stucco, gypsum blocks and tiles are not used to any extent in Japan.

INSULATING PLASTER

The ordinary Japanese house is of a light framework structure, and there are no walls—at least no continuous walls. The side of the house, comprised at night of wooden sliding doors, is stowed away in boxes during the daytime. The rooms are divided from each other by opaque paper screens, which run in grooves at the top and bottom. The floors of all the living rooms are covered with thick mats, made of rushes and perfectly fitted together so as to leave no interstices. The ceilings are made of panels, one overlapping the other. What walls there are are made of a network of bamboo strips plastered over with a composition of some kind or other, but consisting largely of mud. Therefore owing to the nature of the construction of Japanese dwellings, it would not be possible to use this insulating plaster in houses of Japanese construction. It might be used in foreign-style houses, but the construction of these is so limited that the demand would be very small. The demand for insulating plaster in Japan was recently investigated by the representative of a Canadian firm, and the conclusion that he came to was that the business was so small that it was not worth going after.

ACOUSTIC PLASTER

Up to the present time acoustic plaster has been unknown to the Japanese market. It might be possible to work up a demand for this for use in some of the proposed larger buildings or even for those under construction.

TARIFF

Crude gypsum enters Japan free of duty. The general tariff on imports of ground or calcined gypsum (other) is 30 sen per 100 kin.

ECONOMIC CONDITIONS IN BRAZIL, JANUARY TO MAY

A. S. Bleakney, Canadian Trade Commissioner

CREDIT STRINGENCY

Rio de Janeiro, May 31, 1929.—The credit stringency which has recently developed in Brazil has become serious, and this is reflected in the rapid increase in the number of failures which has culminated this month and included many important firms.

Failures recorded in the first five months of the present year in Rio de Janeiro numbered 228, and creditors' agreements 155, against 444 failures and 186 creditors' agreements for the whole of 1928. Liabilities in failures in May, according to the *Monitor Mercantil*, a responsible commercial agency here, are estimated at $4,100,000, and in creditors' agreements at $6,000,000. In São Paulo the British Chamber of Commerce reports that, although there has been no considerable increase in the number of failures, the amounts involved have increased alarmingly since the beginning of the year.

Business failures and applications for creditors' agreements are not limited to special trades but cover the whole range of business. Brazilian manufacturers (apart from the textile branch, which has suffered most) have been affected less than others, but the latest indications are that they are beginning to be involved as well. Recently two banks closed their doors—one, the Banco da Cidade de Rio de Janeiro, was small; but the other, the Banco Hespanha-Brasil, was of considerable importance.

The stringency is generally attributed here to a change in policy of the Bank of Brazil, which in recent months is reported to have been calling loans and restricting credit on a major scale. In the past direct credits have been granted liberally. Last year the bank appeared as creditor in 133 bankruptcies and 112 creditors' agreements.

The reasons for the restrictions are indicated in the following translations. The annual report of the Bank of Brazil for 1928, presented on April 27, 1929, states:—

> From September (1928) the bank has abstained from effecting loans for periods longer than six months and from accepting guaranties difficult to realize quickly, to open new credits or increase those conceded, to make operations of which the product is destined for permanent inversions, or to finance the initiation, increase or improvement of business and enterprises. . . .
>
> This orientation is not only dictated by the statutes and internal regulations of the bank, but further by the necessity to hasten and facilitate the reform of the bank. It is necessary indeed because for the completion and exact success of the economic and financial plan in execution, a central issue and rediscount bank as regulator of the money market is indispensable. However, it would not be convenient to carry it into effect unless the bank were prepared to exercise these functions which should appertain to it. It is continuing its preparations and with reason, because the Government does not yet judge the time opportune to use its authority contained in law 5108 (reform of the Bank of Brazil to issue and rediscount bank).

On page 61 of the President's message presented to Congress on May 3, 1929, the following paragraph, read in conjunction with the above, is also of interest:—

> The Bank of Brazil having to conserve its deposits for the possible exchange of notes convertible in gold, for the covering of its drafts, and to minimize the effects of speculation, has had to restrict its discounts and loans.

The money stringency is such that rates for new discounts have mounted to 12 per cent. The Bank of Brazil has increased its cash holdings to an extent that has rendered foreign banks in many cases short of milreis. This together with the unhealthy condition of the market has forced foreign banks in turn to

grant credit only to their own customers in the absence of rediscount facilities. The only immediate prospect of improvement is the possibility that the Bank of Brazil may start rediscounting at an early date or that the projected reform of the bank may be postponed.

One of the fundamental weaknesses of the credit structure has been the looseness of the Brazilian law governing creditors' agreements—a weakness which has been recognized by the Government and commercial associations, as a new law is now in course of preparation. The present law permits a creditors' agreement with a minimum payment of 21 per cent on the agreement of three-fourths of the *number* of the creditors. The new law will aim at giving the decision to the holders of 75 per cent or more of the *value* of the credits. While the majority of the present failures and agreements are legitimate, what is commonly referred to locally as the "industry of bankruptcy" is again in evidence. Some unsound firms preferring to have a creditors' agreement under the present law before the new and stricter law goes into effect, are taking advantage of present conditions.

The tendency in Brazil has been to overtrade during the relatively normal periods, to make up for stagnation or losses during crises. There is little or no co-operation amongst banks, as the bankers' association is not very effective and firms can have a line of credit from many banks. One bank does not necessarily know what the other banks are loaning to the borrower. In nearly all the failures here a number of banks have appeared as creditors in each failure.

The present restriction of credit is not without its compensations, as it tends to weed out many unsound firms; unfortunately many sound firms also suffer. But the fact must be borne in mind that while Brazil is subject to difficulties of this kind, the rapid recuperative powers of the country from depressions have been demonstrated on many occasions.

BUDGET SURPLUS IN 1928

The report presented by the President of the Republic on the financial year 1928 was encouraging. The salient features of the report are as follows:—

Budget estimates as originally voted showed a deficit of 151,990 contos, but following the presidential veto certain expenditures were reduced, with the result that the final estimates show a surplus of 116 contos. Actual revenue was 127,579 contos greater than the estimate, while expenses were 176,665 contos less than allowed. A surplus of 198,354 contos was reported. From this surplus, however, there were certain supplementary expenses voted in 1928 to be met; these amounted to 151,000 contos. A feature of the message was the reduction, following an increase in rates of the Government railway deficit from 72,866 contos in 1927 to 8,519 contos in 1928.

On the receipts side, the revenue was greatly aided by an important increase in customs returns following the heavy imports of 1928. In regard to extra budgetary expenditure and revenue, the amounts involved under both heads are greater than those of the budget.

TRADE

Imports continue to be heavy for the first quarter of 1929, amounting to £22,777,000 against £21,312,000 for the first quarter of last year, while exports are slightly down: £23,775,000 against £23,853,000. The figures do not yet reflect the financial stringency referred to in the first part of this report. The customs revenue for April for the Rio district shows a considerable increase over the average for the first quarter, an indication of increasing imports. One reason for the heavy increase of imports is the fact that the tariff is to be the subject of further discussion during the present session, imports being thus stimulated in the face of possibilities of higher duties.

ITALIAN TOBACCO MARKET

A. B. Muddiman, Canadian Trade Commissioner

Milan, June 1, 1929.—The Italian market is no longer so favourable for the importation of tobacco as it was prior to the war. Domestic production has increased to some 83,000,000 pounds, whilst before the war it was 23,000,000 pounds, making an increase of some 263 per cent. This has reduced import requirements by over 50 per cent, the average now being 26,000,000 pounds as compared with 48,000,000 pounds. The near-by countries from which raw tobacco—and this of cheap grades—is imported are Macedonia and Bulgaria. The United States formerly was credited with nine-tenths of the Italian importations of raw tobacco, but now this quantity has been reduced to some two-thirds. The average annual imports of raw tobacco from the United States during the years 1923-27 amounted to 15,000,000 pounds; before the war this importation averaged 40,000,000 pounds. Types of tobacco imported from that country are Kentucky, Virginia Dark, Maryland, Virginia Bright and Burley, with Kentucky predominating. There are also considerable imports from Brazil.

With the exception of the province of Zara, or Trieste, where transit abroad is carried on at the free port, the tobacco trade in Italy is in the hands of a Government monopoly, whose policy is to eliminate imports as much as possible and encourage domestic growth. Tuscan cigars are now manufactured solely of home-grown tobacco. The Macedonian cigarette, which is the commonest cigarette in Italy, now uses some 90 per cent of home-grown tobacco. Naturally, however, the monopoly has not succeeded in eliminating all imports; certain kinds of tobacco cannot be grown in Italy. It is unlikely that the demand for North American tobaccos will increase if domestic production is maintained. The increased production of dark tobacco in Italy is the chief factor which has reduced the imports from the United States, as this quality formed the bulk of the imports. The types of tobacco produced in Italy consist of both dark for cigars and snuff and light for cigarettes.

The revenue of the Italian tobacco monopoly during the fiscal year 1927-28 amounted to 300,459,319,299 lire, or over 180,000,000 Canadian dollars. This figure is the highest on record and shows a considerable gain over the previous year's returns. The policy of the monopoly is rather to raise the price than to increase the quantity sold. A large increase in the revenue may not always reflect a larger quantity of tobacco being sold. There has, however, been an increase of sales in Italy, to which the practice of the smoking of cigarettes in public by women, which has grown since the war, has materially contributed.

DOMESTIC LEAF PRODUCTION

Tobacco is cultivated in nearly every province. The amount of home-grown tobacco employed in the manufacture of cigarettes reaches a maximum of 80 per cent and in that of cigars to 90 per cent.

The administration of the tobacco monopoly purchases its goods through its own agents abroad in two different ways. There is an agent in New York for the purchase of American tobaccos, and there is a second in Salonica for the purchase of Oriental and similar varieties. The importation of raw tobaccos is reserved to the State and the importation of tobacco substitutes is prohibited.

During the past few years the monopoly has been successful in gradually substituting national tobaccos for those of foreign production. In this way, 85 per cent of the tobacco requirements of Italy are furnished by home production. The dark Italian tobaccos are of the finest quality and can be substituted for those of the dark tobaccos of the United States (dark air and dark flue).

CONCESSIONS TO LOCAL GROWERS

The monopoly, in order to encourage the production of local tobacco, grants (1) manifesto concessions and (2) special concessions. The manifesto concession is used principally in districts where the cultivation of tobacco is traditional, and where it has a tendency not to increase. It deals only with the delivery of the harvested and dried leaf, which on being handed over to the local government agency, and after it has been graded and weighed, is paid for immediately.

The special concession is a means of developing the extension of the tobacco culture to new districts and applies not only to the cultivation, but also the curing of tobacco, which has to be undertaken under the specific regulations established by the monopoly. According to law, the valuation of tobacco, and the sale, cannot take place until five months after it has been conditioned, and in no case before September of the year following that in which it was grown. After its valuation on the basis of samples, which have been drawn from various packets, the tobacco is shipped to the general warehouses of the monopoly and then only is payment made.

EXPORT OF TOBACCO

A certain amount of export has always taken place of the Italian leaf, and also of manufactured products such as cigars and cigarettes. The principal countries to which the leaf has been exported are Poland and Switzerland, and, from time to time, Germany. The chief market for Italian cigars is, of course, the Argentine, where over 80 per cent of the total exports are consumed; the second largest market is Egypt. Italian cigarettes are chiefly exported to the Italian colonies, and in a small way to Argentina and France.

No duty is imposed on imports of tobacco on leaf and stem, but the duties on manufactured tobacco are heavy. There is very little possibility of finding a market in Italy for raw Canadian tobacco.

CHANGE IN DIRECT CANADIAN-SOUTH WALES STEAMSHIP SERVICE

Mr. Douglas S. Cole, Canadian Trade Commissioner in Bristol, writes under date June 18 that the Canadian National Steamships have withdrawn their direct line of sailings between the Canadian seaboard and the ports of Cardiff and Swansea. The White Star-Dominion Line and the Donaldson Line have arranged to take care of this service for at least the balance of the current Montreal season. There will be a sailing once every four weeks to each port. For example, the Dominion Line sailing from Montreal June 1 is carrying cargo for Cardiff, the Donaldson liner sailing about the 15th will call at Swansea, and two weeks later a steamer of the same line will sail for Cardiff.

The Canadian National Steamships have informed all their old shippers of the new arrangements, so that Canada's trade with both South Wales ports should in no wise suffer from their withdrawal.

CHANGES IN CONSULAR LIST

The Department of External Affairs reports the following changes in the Consular list:—

Mr. T. E. Burke as Vice-Consul of the United States at Niagara Falls, Ont.; Mr. Li Tchuin as Consul General of China at Ottawa; Mr. Hu Shih-Hsi as Vice-Consul of China at Ottawa. Mr. O. H. Massie has been transferred from Niagara Falls, Ont., to Halifax, N.S., as Vice-Consul of the United States.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Newfoundland Tariff Changes

The Newfoundland *Gazette* of June 18, 1929, contains the text of an Act passed June 1, 1929, amending the Newfoundland customs tariff in respect of the items shown in the table below. The alterations became effective on November 20, 1928, as regards items 43-4, 79, 222a, 224a, 230, 231, 234 and 277; on January 24, 1929, as regards item 235; and on May 14, 1929, as regards all other items. The goods affected are mainly as follows:—

Item No.		New Rates	Former Rates
21–2	Oxen, bulls and cows ..ad val.	20%	30%
43–4	Butter; butterine, oleomargarine and similar substitutes for butter ..per lb.	3 cents	5 cents
55	Grapes, peaches, pears, plums, cherries, gooseberries, currants, strawberries, and similar green fruits and fruit pulp (but not including apples) ad val.	15%	25%
72	Sugar "not elsewhere specified" (includes granulated per lb.	2½ cents	2 cents
75	Tomatoes and onions ..ad val.	25%	30%
79	Tobacco, manufactured ..per lb.	40 cents	48 cents
	ad val.	10%	10%
101	Crude petroleum and fuel oil ..per gal.	2 cents	Free
168	Aluminium in blocks, ingots, bars, and slabs ..ad val.	14%	Unspecified
181 (a)	Hay and feed cutters, hay binders, hay loaders, hay waggons, mowing machines, horse-drawn hay rakes, manure spreaders, tetters for hay spreading, harrows, gang ploughs, cultivators, horse-drawn seeding machines, threshing, reaping and binding machines..ad val.	Free	Some 10%
222 (a)	Cotton piece goods, grey, white, coloured, printed or dyed; alpaca and similar fabrics ..ad val.	35%	50%
224 (a)	Piece goods of flannels, serges, cashmere and similar dress goods; fabrics wholly or in part of wool or worsted, "n.e.s.," ..ad val.	35%	50%
230	Cotton, silk and linen threads; buttons, and needles of steel ..ad val.	25%	30%
231	Velvets, velveteens, silk velvet, plush and silk fabrics in the piece and not made up ..ad val.	35%	50%
233	Readymades, clothing of all kinds, "n.e.s.," including collars and cuffs, "n.e.s." ..ad val.	45%	65%
234	Clothing, waterproofed by any process other than by oiling, and not to include rubber suits for fishermen ..ad val.	45%	55%
Ex. 235	Fishermen's rubber suits ..ad val.	30%	Unspecified; probably 55%
242	Insecticides imported by agriculturists under certificate ..ad val.	10%	40%
Ex. 277	Lines and twines for the fisheries (not sporting tackle) ad val.	Free	10%
Ex. 315	Waxed paper printed on when imported by bakers of soft bread ..ad val.	15%	Unspecified.

An extra tax of 5 per cent (3 per cent in the case of goods used in the manufacture of all other goods) is levied in addition to customs duties.

Tariff items providing for free admission of certain Spanish products, including onions, tomatoes, preserved vegetables, certain fruits and nuts, and iron ore, and reduced rates on wine, brandy and raisins, have been deleted from the tariff, such goods becoming dutiable at the ordinary tariff rates.

Import of Live Muskrats into Germany Prohibited

Mr. C. I. Rooke, office of the Canadian Trade Commissioner in Hamburg, writes under date June 19 that the German Minister for Food and Agriculture has issued a decree dated May 27, 1929, prohibiting until further notice the import into and transit of live muskrats (*Fiber zibethicus*) in Germany.

French Morocco Restrictions on Grain and Flour

With reference to the notice in *Commercial Intelligence Journal* No. 1325 (June 22, 1929), page 978, concerning restrictions of French Morocco on importation of wheat and wheat flour, Mr. M. Matthews, Canadian Government Trade Commissioner's office, Paris, writes under date of June 18 that it is in consequence of the raising of the French customs duties on foreign wheats that the Sultan issued a "dahir" prohibiting the importation of corn, wheat, flour, and semolina into the French zone of his Empire. This prohibition, however, does not apply to Moroccan wheat, flour, and semolina originating from the two other zones: Spanish zone or International zone of Tangier.

It is stated that if local production be not sufficient to guarantee the supply of the Empire, or if internal prices should bring the price of bread to an abnormal level, special import authorizations could be granted, after decision of the Secretary General of the Protectorate, subject to the approval of the Director General of Agriculture, Commerce and Colonization, and of the Director General of Finance. These authorizations will apply to wheats to be transformed in Morocco as well as to flours and semolinas made in foreign countries. Imports of flours and semolinas intended for the occupation troops and wheat seeds can also be authorized.

Spanish Language on Cuban Invoices

Mr. Enrique Heymann, office of the Canadian Government Trade Commissioner in Havana, writes that, effective from July 1, 1929, the text of invoices for goods exported to Cuba must be in the Spanish language. Invoices not in the Spanish language, it is stated, will be rejected after that date. Translations into other languages may accompany the Spanish. Headings relative to the name, address, and other matters pertaining to the exporting firm may also appear in the language of the exporting country.

Spanish Language on Chilean Consular Invoices

A leaflet on "Documentation of Shipments for Chile" issued by the Department of Trade and Commerce under date of December 13, 1928 (F.T.D. Leaflet No. 77), requires to be amended in the following manner, according to later advice received from the Consul of Chile in Montreal.

The particulars of goods to be inserted on the consular invoice must be in the Spanish language and not in English, as was stated in the leaflet. Every shipment, whether large or small, even when only samples of goods, must be sent through on a consular invoice form visæd by the Consul. Consular invoices should accompany the shipment or be sent as soon as possible thereafter.

The Consul adds that the copy of the consular invoice (five copies) bearing the consular stamps showing the amount of consular charges collected by the Consul must be the original, which must be sent to the consignee before delivery of merchandise can be made at the customs, or post office.

Gross, legal, and net weights must be shown on every consular invoice, and all shipments must be marked as per the pamphlet. The number one case or package as a rule must be marked "Number One" and the others marked "Number Two", etc., the figure one and two being 1 or 2, etc., and the word number "Numero". All weights must be shown in kilograms.

Consular Requirements of Turkey

The British Embassy at Constantinople has furnished, under date May 21, the following information respecting Turkish requirements in the matter of customs documents for imported goods:—

(*a*) *Certificate of Origin.*—Although this is normally used to establish a right to conventional treatment, it is also required in the case of goods of Canadian origin for the information of the Statistical Department. Goods arriving without a certificate of origin are liable to the payment of double the normal duty, and the excess duty is only refunded provided the certificate is furnished within three months of the arrival of the goods. In practice, the Customs are generally content in such cases to levy the duty on the basis of the eight-fold coefficient, but instructions were recently given to take more stringent measures against goods arriving without certificates of origin. In the absence of Turkish consular authorities in Canada, certificates of origin can be legalized by the Canadian Department of Commerce or by the municipal authorities at the port of shipment. It would not appear that the usual procedure for the legalization of documents in those parts of the British Empire where there are no Turkish consular officers is adopted, in this case the signature of the Canadian authorities just mentioned being accepted as sufficient. As, however, there are at present no direct shipping lines from Canada to Turkey, goods of Canadian origin are transhipped en route to Turkey, usually at New York or Liverpool, and the legalization of the Turkish consul at these ports is accepted by the Customs

(*b*) An invoice is required, certified by the exporting firm as follows:—

Nous certifions par la présente que cette facture est authentique et qu'elle est la seule émise par nous les marchandises y mentionées.

A list of the gross and net weights of the goods is generally attached to the invoice.

(*c*) *Copy of the Manifest.*—This copy is verified and signed by the Customs control on the arrival of the vessel.

(*d*) *Bill of Lading.*—This is sent to the consignee and is exchanged by the shipping agents for a delivery order on the Customs and is accompanied by a declaration (beyanname) made out by the consignee and containing a detailed list of the goods to be cleared.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department and the Post and Telegraph Department, Wellington. These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Government Buildings, Wellington, and the Secretary (Stores Division), General Post Office, Wellington, in accordance with these specifications. Particulars are as follow:—

Public Works Department—Arapuni Power Scheme (Section 279)—One turbine, governor and accessories, one main valve and accessories; spares. (Tenders close Oct. 29).

Post and Telegraph Department.—18 tons bronze wire, 70 lbs. per mile; 110 tons bronze wire, 40 lbs. per mile; 80 tons wire, copper, hard drawn, 200 lbs. per mile; 24 tons wire, copper hard drawn, 150 lbs. per mile, all to specification. (Tenders close July 23).

1,000 cords, 2 conductor, to specification. (Tenders close Sept. 10.)

16,000 bolts, insulator, swanneck, to specification. (Tenders close July 24.)

37,000 bolts, arm, 10 in. x § in., galvanized iron, to specification.

40,000 cells, dry, telephone, round type, 1.5 volt, to specification. (Tenders close July 25.)

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

600. Biscuits.—A commission agent in Guadeloupe, French West Indies, would like to represent a Canadian exporter of biscuits.

601. Honey.—A firm in Hamburg, Germany, are desirous of forming a connection with a thoroughly reliable firm of Canadian honey exporters.

602. Pickled Herrings.—A commission agent in Guadeloupe, French West Indies, would like to represent a Canadian exporter of pickled herrings.

603. Wheat Meal.—A commission agent in Guadeloupe, French West Indies, would like to represent a Canadian exporter of wheat meal.

604. Flour.—A company in Egypt which specializes in the importation of flour ask to be placed in correspondence with responsible Canadian mills who are able to export regularly patent flour.

Miscellaneous

605. Novelties.—A commission agent in Guatemala, French West Indies, would like to represent a Canadian exporter of novelties.

606. Hosiery.—A firm of distributors in New Zealand would like to hear from manufacturers in a position to export full-fashioned hosiery, with a view to acting as their sole importers in New Zealand.

607. Furs.—A Brussels wholesale fur dealer desires to hear from Canadian exporters.

608. Newsprint.—An importer in Buenos Aires wishes to obtain the exclusive representation of a Canadian manufacturer of newsprint.

609. Wood Pulp.—A firm in Hamburg, Germany, desire to get in touch with Canadian exporters of wood pulp for making artificial silk.

610. Cellulose.—A firm in Hamburg, Germany, desire to act as agents for Canadian exporters of cellulose.

611. Chair Seats.—A London indent firm wish to receive quotations for chair seats which are required by a South African customer.

612. Building Material.—A general contractor and builder in Honduras wishes to receive quotations for all kinds of building and construction material such as cement, structural steel, reinforcing bars, lumber, asbestos shingles, wallboard, etc. This firm have some excellent contracts in hand and in prospect, and are desirous of securing as much material as possible from Canadian sources. First letter should provide full details of prices, c.i.f. Puerto Cortes, Guatemala, and, where possible, samples should be sent.

613. Cement Asbestos Sheets.—An Argentine firm are looking for a Canadian source of supply for cement asbestos sheets. Material must be of good quality and prices competitive. Submit samples (sample post) and prices to Canadian Trade Commissioner, Buenos Aires.

614. Marine Hardware.—An agent in Buenos Aires is desirous of obtaining a Canadian source of supply for marine hardware. Forward catalogues and prices to Canadian Trade Commissioner, Buenos Aires.

615. Automobile Accessories.—A direct importer in Mexico City desires to receive catalogues and price lists of all kinds of automobile accessories. Quotations should be c.i.f. Vera Cruz and should include 10 per cent consular fee, but no allowance need be made for agent's commission.

616. Internal Combustion Road Roller.—An Argentine firm seek exclusive representation of an internal combustion road roller. Address catalogues and prices to Canadian Trade Commissioner, Buenos Aires.

617. Chemicals.—A firm in Hamburg, Germany, desire to act as agents for Canadian exporters of light and heavy chemicals.

618. Ores and Minerals.—A firm in Dresden, Germany, desire to get in touch with Canadian exporters of all kinds of ores and minerals, especially antimony.

619. Minerals and Old Metals.—A firm in Hamburg desire to act as agents for Canadian exporters of minerals and old metals.

620. Webbing.—A firm of distributors in New Zealand would like to form connections with a manufacturer of elastic webbing and plain rigid webbing, to act as sole importers for New Zealand.

621. Rubber Scrap.—A Lancashire firm of rubber reclaimers are open to consider offers of thin rubber bathing cap waste, pink rubber corset trimmings, with and without cloth. Quotations desired c.i.f. Manchester.

622. Rubber Waste.—A firm of rubber reclaimers in the North of England, at present purchasing inner tube scrap from the United States, will be willing to consider offers from Canadian shippers of red tube and prime floating motor tube scrap. C.i.f. prices per ton of 2,240 pounds requested.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JULY 2, 1929

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 2, 1929. Those for the week ending June 24, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending July 2, 1929	Week ending June 24, 1929
Austria	Schilling	.1407	$ .1424	$ .1425
Belgium	Belga	.1390	.1400	.1401
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0298	.0298
Denmark	Krone	.2680	.2685	.2687
Finland	Markka	.0252	.0254	.0254
France	Franc	.0392	.0394	.0394
Germany	Reichsmark	.2382	.2406	.2404
Britain	Pound	4.8666	4.8897	4.8926
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4050	.4051
Hungary	Pengo	.1749	.1765	.1765
Italy	Lira	.0526	.0527	.0527
Jugo-Slavia	Dinar	.1930	.0177	.0177
Norway	Krone	.2680	.2686	.2688
Portugal	Escudo	1.0805	.0453	.0450
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1428	.1451
Sweden	Krona	.2680	.2702	.2704
Switzerland	Franc	.1930	.1941	.1941
United States	Dollar	1.0000	1.0085	1.0090
Argentine Rep.	Peso (Paper)	.4244	.4234	.4240
Brazil	Milreis	.5462	.1199	.1197
Chile	Peso	.1217	.1220	.1220
Colombia	Peso	.9733	.9758	.9712
Mexico	Peso	.4985	.4798	.4801
Peru	Libra	4.8666	4.0343	4.0362
Venezuela	Bolivar	.1930	.1951	.1942
Uruguay	Peso	1.0342	.9783	.9787
Cuba	Peso	1.0000	.9997	.9997
Batavia, Java	Guilder	.4020	.4044	.4041
China	Tael	.....	.5837	.5865
India	Rupee	.3650	.3656	.3657
Japan	Yen	.4985	.4437	.4466
Siam	Baht (Tical)	.4424	.4576	.4578
Singapore, Str. Settlements	$	.5678	.5660	.5662
Jamaica	Pound	4.8666	4.8891	4.8914
Barbados	$	1.0000	1.01 11/64—1.02 1/4	1.01 11/64—1.02 1/4
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.01 11/64—1.01 15/16	1.01 11/64—1.01 15/16
Martinique	Franc	.0392	.0394	.0394
Guadeloupe	Franc	.0392	.0394	.0394

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Southampton.—Empress of Scotland, July 9, July 30; Empress of Australia, July 23; Montroyal, Aug. 7—all Canadian Pacific.

To Liverpool.—Montroyal, Canadian Pacific, July 12.

From Montreal

To Avonmouth.—Nubian, July 13; Nessian, July 24—both White Star Line; Salacia, July 27; Kastalia, Aug. 7—both Anchor-Donaldson.

To Belfast.—Lord Downshire, Head Line, July 23.

To Cardiff and Swansea.—Salacia, July 27; Kastalia, Aug. 7—both Anchor-Donaldson; Nubian, July 13; Nessian, July 24—both White Star Line.

To Dublin.—Lord Antrim, Head Line, July 24.

To Dundee.—Carnvalona, Thomson Line, July 19.

To Glasgow.—Melita, July 20; Minnedosa, Aug. 3—both Canadian Pacific; Carmia, July 5; Letitia, July 12; Corinaldo, July 19; Athenia, July 26; Carmia, Aug. 2—all Anchor-Donaldson.

To Hull.—Incemore, July 16; Cairndhu, July 30—both Furness Line.

To Liverpool.—Duchess of York, July 19; Duchess of Athol, July 26; Duchess of Bedford, Aug. 2; Montrose, Aug. 9—all Canadian Pacific; Doric, July 13 and Aug. 10; Regina, July 27—both White Star Line; Antonia, July 19; Andania, Aug. 2—both Cunard Line.

To London.—Beaverbrae, July 12; Beaverdale, July 19; Beaverford, July 26; Beaverhill, Aug. 2; Beaverburn, Aug. 9—all Canadian Pacific; Canadian Rancher, July 15; Canadian Planter, July 25—both Canadian National; Alaunia, July 12; Aurania, July 19; Ausonia, July 26; Ascania, Aug. 2—all Cunard Line; Incemore, July 16; Cairndhu, July 30—both Furness Line.

To Manchester.—Manchester Division, July 11; Manchester Brigade, July 18; Manchester Producer, July 25—all Manchester Line.

To Newcastle and Leith.—Cairnmona, July 12; Cairnvalona, July 19; Cairnross, July 26—all Thomson Line.

To Southampton.—Montrose, July 10; Metagama, July 18; Montcalm, July 24; Montclare, Aug. 1—all Canadian Pacific; Megantic, White Star Line, July 11.

To Antwerp.—Canadian Rancher, July 15; Canadian Planter, July 25; Canadian Inventor, Aug. 3—all Canadian National; Metagama, July 18; Beaverdale, July 19; Montclare, Aug. 1; Beaverhill, Aug. 2—all Canadian Pacific.

To Bordeaux and Havre.—Hada County, July 21; Kent County, Aug. 5—both County Line.

To Bremen.—Koeln, July 13; Crefeld, Aug. 3—both North German Lloyd.

To Copenhagen and Baltic Ports.—Kentucky, Scandinavian-American Line, July 15.

To Hamburg.—Montrose, July 10; Beaverbrae, July 12; Montcalm, July 24; Beaverford, July 26; Beaverburn, Aug. 9—all Canadian Pacific; Kings County, July 12; Emden, July 19; Liguaria, July 26; Brant County, Aug. 2; Labelle County, Aug. 9—all County Line; Koeln, July 13; Crefeld, Aug. 3—both North German Lloyd.

To Norwegian Ports.—Foldenfjord, Norwegian-American Line, late July.

To Rotterdam.—York County, July 10; Grey County, July 27; Laval County, Aug. 10—all County Line.

To South France and Italian Ports.—Concordia, July 10; Valperga, July 27; Valcerusa, Aug. 2—all Lloyd Mediterraneo Italian Service.

To South African Ports.—Calumet, Elder Dempster Line, July 21.

To South American Ports.—Canadian Pioneer, Canadian National, July 20.

To Australian Ports.—Canadian Constructor, July 15; Canadian Explorer, July 30—both Canadian National.

To New Zealand Ports.—Canadian Challenger, Canadian National, July 25.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, July 13; Colborne, July 27; Cornwallis, Aug. 10—all Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cathcart, July 13; Lady Rodney, July 20; Cavelier, July 27; Lady Somers, Aug. 3; Cathcart, Aug. 10—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Agnete Maersk, July 19; Spica, Aug. 2—both Ocean Dominion.

To St. John's, Nfld.—Rosalind, Furness-Red Cross Line, July 12, July 26; Cabot Tower, Newfoundland-Canada Steamships, July 9 and 30.

To Cornerbrook.—New Northland, July 10, July 24, and Aug. 7; North Voyageur, July 15, July 29—both Clarke SS.

To St. Pierre-Miquelon, St. John's, Grand Bank and Belleoram.—Cabot Tower, Newfoundland-Canada Traders, July 9, July 30.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, July 18; Lady Drake, Aug. 1—both Canadian National.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada Traders, July 16, Aug. 3.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday, and Saturday.

From Halifax

To Liverpool.—Newfoundland, July 16; Nova Scotia, Aug. 3—both Furness, Withy.

To Liverpool and Manchester.—Meltonian, White Star Line, July 11.

To St. John's, Nfld.—Fort St. George, July 16, July 30; Nerissa, July 9, July 23, Aug. 3; Nova Scotia, Aug. 3; Newfoundland, July 16—all Furness, Withy; Farnorth, Farquhar SS., July 13, July 19, July 27, Aug. 2.

To St. Pierre-Miquelon.—Farnorth, July 13, July 19, July 27, Aug. 2; Sambro, July 19; Fernfield, July 20, Aug. 3—all Farquhar SS.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada Traders, July 18.

To Kingston (Jamaica).—Cavelier, Canadian National, July 30.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, July 18; Colborne, Aug. 1—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cathcart, July 16; Cavelier, July 30—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, July 12; Lady Hawkins, July 26—both Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, July 10, Aug. 7; Ottar, July 24—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of Russia, July 25; Empress of Asia, Aug. 8—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hong Kong.—Tyndareus, July 16; Protesilaus, Aug. 6—both Blue Funnel.

To Yokohama, Osaka, Dairen and Shanghai.—London Maru, Osaka Shosen Kaisha, Aug. 7.

To Auckland, Wellington and Lyttleton.—Golden Cross, Oceanic and Oriental Navigation Co., July 12.

To Napier, Lyttleton, Dunedin, Nelson and Plymouth.—Wairuna, Canadian-Australasian Line, July 20.

To Cartagena, Puerto Columbia, Curacao and Kingston.—Point Bonita, Gulf Pacific Line, July 12.

To Honolulu, Suva, Auckland and Sydney.—Makura, Canadian-Australasian Line, July 24.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Boren, Transatlantic SS., July 10.

To Liverpool, London and Rotterdam.—Loch Monar, July 18; Nebraska, July 31—both North Pacific Coast Line.

To Manchester.—Pacific Grove, July 14; Pacific Reliance, July 28—both Furness Pacific.

To Hamburg, Bremen and Antwerp.—Los Angeles, Hamburg-American Line, July 26.

To Hamburg, Bremen, Rotterdam and Antwerp.—Gassterdyk, North Pacific Coast Line, July 30.

To Havre, Dunkirk, Antwerp and Bordeaux.—Notre Dame de Fourvier, French Line, July 29.

To Bahia Blanca, Buenos Aires, Montevideo and Rosario.—A motorship, Westfal-Larsen Line, Aug. 1.

To South African Ports.—Elveric, B.C. Shipping Agencies, early July.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, care of British Legation, Athens. (Territory includes Turkey.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal and Greece, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics. *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, care of British Legation, Oslo. Territory includes Scandinavian countries and Finland. *Cable Address, Canadian.*

Panama

J. A. Strong, care of Royal Bank of Canada, Panama City. (Territory includes Venezuela and Colombia.)

Peru

G. R. Stevens, care of British Legation, Lima. (Territory includes Bolivia and Ecuador.) (Territory includes Bolivia and Ecuador.)

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, July 13, 1929 No. 1328

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TRADE COMMISSIONERS ON TOUR

Mr. H. R. Poussette will shortly commence a tour in the interests of trade with India and Ceylon. The following is his itinerary until August 3:—

St. John ..July 22 and 23
Sussex..July 24
Annapolis Valley ..July 25
Halifax ..July 26 to 29
Amherst ..July 30
Moncton ..July 31
Quebec..Aug. 2 and 3

Mr. R. T. Young, Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, is about to go on tour. His itinerary for the Maritime Provinces and Quebec follows:—

Halifax .. July 18-20
Kentville, N.S. .. July 22
St. John, N.B. .. July 24-26
Moncton, N.B. .. July 27
Quebec.. July 29
Three Rivers. .. July 30
Montreal.. July 31-Aug. 15
Granby.. Aug. 16

Mr. D. H. Ross, Trade Commissioner to Australia, will be in Hamilton from July 11 to July 15 inclusive; St. Catharines, July 16; Welland, July 17; Niagara Falls, July 18; and Brantford, July 19-20.

Mr. E. L. McColl, Trade Commissioner in Argentina, will be visiting firms in Vancouver, New Westminster and Victoria from August 1 to August 12.

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association, and in that of any of the other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

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EFFECTS OF TROPICAL HUMIDITY ON CERTAIN GOODS

F. L. Casserly, Acting Trade Commissioner

Port of Spain, June 21, 1929.—Before making shipments to overseas markets, it would be well if Canadian exporters would consider the probable effect of climatic conditions on their goods. In the case of certain products—hardware and machinery, for example—this point is not of any particular importance except as regards outer packages, which in general should be waterproof. Foodstuffs and other perishable articles of course demand special attention, and experienced shippers are as a rule conversant with the requirements of any particular market. Yet even these sometimes make mistakes that ultimately prove very costly. Too much moisture in codfish or flour shipped to a humid climate like that of Trinidad is likely to lead to wholesale rejections by buyers, with the inevitable sequel of auction sales yielding very poor returns. The dweller in northern lands naturally thinks of the tropics in terms of heat, sunshine and azure skies. In a sense he is correct; but he seldom realizes that there is no such thing as a uniform tropical climate unless, supposing him to be an exporter, something occurs to bring this truth forcibly to his notice.

To give an example—some baby carriages recently shipped from Canada to Trinidad suffered serious deterioration—in fact, became unsaleable as first-class articles,—due to what at first blush might seem to be a trifling and insignificant factor. The leather-covered metal tacks used in the upholstery rusted while the goods were in the importer's store; the rust marks spread through the leather covering of the tacks and thence to the upholstery of the carriage—with the result that the latter looked as though it had been left out in the rain. The brand-new appearance was destroyed and the importer had to face a loss.

Now this probably would not have happened in the hot and intensely dry climate of Kingston, Jamaica, where the atmosphere as a rule carries the minimum of humidity. The climate of Port of Spain, Trinidad, however, is quite different. Here there is a "wet season" lasting for five or six months from the early part of May. It does not rain all the time; there are some bright sunny days; but the air is heavily charged with moisture, which is precipitated at frequent intervals in the form of tepid rain. This high degree of humidity produces a certain clamminess in the atmosphere, causing iron to rust very rapidly, imperfectly cured cod-fish to "sweat," faultily milled flour to ferment and develop heat, and veneered surfaces of articles of furniture to bulge or peel off, unless the veneering is absolutely faultless; (even then there is some risk of this happening).

In the case of the metal tacks of which mention has been made, protection could have been afforded by galvanizing or some other process of sealing the pores of the iron, thereby preventing rust. English and American manufacturers exporting to Trinidad are usually very careful to do this; the writer was shown some of their tacks (used on upholstered chairs and baby carriages) which stand the climate very well. This point, in a sense, is a small one; but it would seem worthy of the notice of Canadian exporters. Neglect of such minutiae is liable to cause dissatisfaction among customers and to prejudice the chances of repeat orders. The fact is that there are considerable variations in the climate of tropical lands; this is quite perceptible even in the British West Indies. It does not follow that everything which suits one territory must necessarily suit another.

TRADE OF BRITISH GUIANA IN 1928

F. L. Casserly, Acting Trade Commissioner

Port of Spain, June 20, 1929.—In *Commercial Intelligence Journal* No. 1307 (February 16, 1929) there was published a preliminary review of the trade of British Guiana during the calendar year 1928, based upon statistics compiled by the Georgetown Chamber of Commerce. The official report of the Comptroller of Customs of British Guiana on the working of his department during that period having recently been published, the particulars previously given can now be amplified.

IMPORTS

The total c.i.f. value of goods imported into the colony (not including transhipment trade, valued at $775,606) was $11,860,446, which is $517 more than the aggregate value for 1927. The principal items which show increases when the 1928 imports are compared with the average imports for the five immediately preceding years are given hereunder:—

	Average for Five Years 1923-1927	1928	Increase
Bags and sacks	$231,452	$354,219	$122,767
Cement	91,649	156,442	64,793
Edible oils	217,767	270,124	52,357
Boots and shoes	262,823	296,452	33,629
Motor cars	141,342	165,339	23,997
Electrical apparatus	48,476	69,544	21,068
Metal manufactures	460,624	480,287	19,663
Paper	157,308	175,649	18,341
Wood and timber manufactures	101,681	112,096	10,415

The considerable increase in bags and sacks is due to the increased production of rice and sugar, which naturally necessitated the importation of greater numbers of containers.

The quantity of cement imported during 1928 was 51,422 barrels, or more than double the 1927 figure. This is mainly attributable to works of improvement undertaken in Georgetown during last year. England and Canada each supplied approximately 45 per cent of the cement purchased.

The Comptroller of Customs records a steady annual increase in importations of edible oils since 1920, in which year the consumption was 96,244 gallons. In 1928 it was 321,351 gallons. The United Kingdom was by far the largest supplier. Most of these oils were of the soya bean variety; they are now extensively used in the colony as substitutes for cooking butter, ghee, and lard.

That there is an ever-increasing disinclination on the part of a large number of the labouring classes of the colony to go barefoot is evidenced in the fact that, in spite of the increased duty (60 per cent ad valorem) on boots and shoes of foreign origin which was inserted in the Customs Duties Ordinance, 1927, in order to give effect to the new Canada-West Indies Trade Agreement, the number imported in each of the two years was greater than in any earlier year. The yearly quantities (expressed in dozens of pairs) imported during the past five years were 17,406, 15,226, 14,130, 17,970, and 20,061 respectively.

The principal items showing decreases are as follows:—

	Average for Five Years 1923-1927	1928	Decrease
Cotton piece goods	$1,310,664	$1,104,436	$206,228
Manures	562,539	406,665	155,874
Machinery	801,177	713,024	88,153
Flour	1,288,455	1,215,962	72,493
Coal, coke and patent fuel	247,082	175,880	71,202
Salted and pickled meats	316,855	273,178	43,677
Apparel	191,503	158,967	32,536
Common soap	240,637	210,913	29,724
Cotton manufactures (other than piece goods)	243,243	214,571	28,672
Beer and ale	215,007	186,486	28,521
Lumber	218,611	200,865	17,746
Hardware	194,729	177,001	17,728

The decrease in cotton piece goods is due to abnormally large importations of this item in 1927 (10,155,797 yards), the largest figure since 1917. In 1927 the cotton market was very favourable to the purchaser, and British Guiana merchants took advantage of this condition to augment their stocks, with the result that considerable quantities had to be carried over into 1928.

Although a decrease is shown in the value of flour imports, the quantity imported in 1928 exceeded by nearly 6,000 bags the average yearly imports for the five immediately preceding years.

The falling-off in manures, coal, coke, patent fuel, and machinery is mainly due to the depressed state of the sugar industry during the year under review.

Decreases in salted and pickled meats are the result of a lessened demand for those foodstuffs, fewer men having been engaged in diamond and gold mining and balata-bleeding.

DIRECTION OF IMPORT TRADE

Of the total imports valued at $11,860,446, the United Kingdom supplied $6,531,544, or 55 per cent. The chief articles imported from this country were cotton goods of all kinds, apparel, machinery and metals, coal, bags and sacks, edible oils, manufactured tobacco, soap, boots and shoes, beer and ale, confectionery, and whisky. After the United Kingdom came Canada, her contribution being $2,636,165, or 22 per cent. The principal items imported from the Dominion were flour, butter, cheese, fish, condensed milk, lard, tea, lumber, illuminating oils, boots and shoes, cement, and cordage. The United States supplied goods to the total value of $1,426,803 (12 per cent), consisting largely of pickled meats and leaf tobacco. Among other countries participating in British Guiana's import trade, the following are the most important: British West Indies, $400,748; Holland, $287,974; British East Indies, $164,111; Germany, $119,755. Taking as a standard of comparison the average importations for 1925 and 1926—the last two years of the 1920 Trade Agreement—and considering only quantities imported, Canada's trade for 1928 shows increases in tea, lumber, illuminating oils, boots and shoes, cement, and cordage. Decreases occurred in butter, cheese, lard and its substitutes, condensed milk, grease, and twine.

DETAILS OF IMPORTS

Apparel.—Imports amounted to $158,957 from all sources, a decrease of over $40,000 as compared with 1927. The United Kingdom supplied $116,383 and the United States $28,826. Canada was represented by $6,249—over three times the corresponding figure for 1927.

Bags, Trunks and Valises.—Total imports, $16,255 (United Kingdom about 85 per cent; Canada, $1,140).

Beer and Ale.—Total imports (chiefly bottled), 181,266 gallons valued at $184,542, almost entirely from the United Kingdom.

Biscuits.—Total imports of unsweetened biscuits in tins, 65,053 pounds valued at $15,152, of which Canada supplied 56,273 pounds ($12,008). Unsweetened biscuits in barrels come chiefly from the British West Indies, while other kinds of biscuits—55,841 pounds valued at $20,506, were supplied almost entirely by the United Kingdom.

Boots and Shoes.—Total imports, 20,061 dozen pairs valued at $296,452, the United Kingdom supplying 8,807 dozen ($184,256), and Canada 9,769 dozen ($104,416), mainly rubber-soled shoes.

Brooms and Brushes.—Total imports, 4,143 dozens valued at $11,174. Great Britain supplied 1,312 dozen ($3,621), and Canada 20,025 dozens ($6,461).

Butter.—Total imports, 371,811 pounds valued at $131,439. The United Kingdom is credited with 171,405 pounds ($57,756); Canada with 89,976 pounds ($42,081); and France with 102,049 pounds ($27,018).

Butter Substitutes.—A total of 168,011 pounds valued at $26,344 was imported, mainly from the United Kingdom and Holland.

Motor Cars and Parts.—The total number of motor cars imported was 245 valued at $185,339, of which Canada shipped 165 ($103,576); the United Kingdom 46 ($32,072); and the United States 33 ($29,171). In 1927 the number of Canadian cars brought in was 121. Motor car parts to the total value of $32,201 were likewise imported; Great Britain, $6,835; Canada, $6,825; the United States, $18,461.

Bicycles and Tricycles.—Imports numbered 836 valued at $22,734, of which the United Kingdom supplied all but 15.

Oilmeal and Oil Cake, etc.—Total imports 646,411 pounds valued at $20,041, of which Canada shipped 513,711 pounds ($15,629) and the United States almost the entire remainder.

Bran, Pollard, etc.—Total imports 120,393 pounds valued at $3,235; Canada, 103,692 pounds ($2,642).

Cement.—A total of 51,422 barrels was imported valued at $156,442, of which the United Kingdom shipped 22,766 barrels ($71,029); Canada 23,000 barrels ($72,626); and Belgium 5,416 barrels ($12,181). In 1927 Canada shipped only 8,000 barrels.

Cheese.—Total imports, 223,354 pounds valued at $57,443. Canada supplied 163,942 pounds ($43,715); the United Kingdom 9,787 pounds ($2,998); and Holland 49,502 pounds ($10,687).

Calcium Carbide.—A total of 73,136 pounds valued at $3,733 was imported, almost entirely from Canada.

Clocks.—The total number imported was 1,487 valued at $2,345. The United Kingdom supplied 89 ($450); Canada 180 ($425); and Germany 978 ($1,148).

Confectionery.—Total imports, 101,913 pounds valued at $36,042, of which the United Kingdom shipped 91,443 pounds ($32,308); Canada 6,736 pounds ($2,492); and the United States 1,571 pounds ($718).

Cordage.—Of total imports amounting to 2,665 cwt. valued at $36,744, the United Kingdom supplied almost 90 per cent.

Twine.—Total imports, 113,132 pounds valued at $38,063. From the United Kingdom, 65,191 pounds ($26,918); Canada, 15,089 pounds ($5,331); British West Indies, 10,660 pounds ($1,620); British East Indies, 17,500 pounds ($2,338).

Cotton Piece Goods.—Of total importations amounting to 8,641,375 yards valued at $1,104,436, the United Kingdom supplied about 90 per cent and the United States most of the remainder. Canada sold 29,751 yards ($11,352)—an increase, however, of about 80 per cent over her share of the business in 1927.

Cotton Hosiery.—Total imports, $51,683; United Kingdom, $17,712; Canada, $2,838; United States, $30,034.

Electrical Apparatus (exclusive of dental appliances)—Total imports, $69,544. United Kingdom, $30,945; United States, $21,975; Canada, $15,039. Canada's share in 1927 was only $1,525.

Fish, Canned or Preserved in Jars or Bottles.—Of total imports amounting to 464,222 pounds valued at $85,489, Canada supplied 255,429 pounds ($45,883); United States, 141,127 pounds ($24,700); United Kingdom, 31,692 pounds ($6,689).

Salmon and Mackerel, Pickled.—A total of 2,740 barrels valued at $33,226 was imported, practically all from Canada.

Fish, Smoked and Dried.—Total imports, 32,968 pounds valued at $242,634; United Kingdom, 24,780 pounds ($161,227); Canada, 6,936 pounds ($62,466).

Fruit, Fresh.—Apples were the principal fruit brought in. Total importations were 125,746 pounds ($6,365), almost entirely from Canada. This trade should be capable of considerable development.

Glass Bottles, Lamps, Lamp Chimneys and Table Glassware.—Total imports, $32,045, supplied chiefly by the United Kingdom, the United States and Germany.

Flour of Wheat.—Of total importations amounting to 176,220 bags valued at $1,215,962, Canada supplied about 95 per cent and the United Kingdom most of the remainder. Shipments from the United States were very small.

Cornmeal.—This trade is almost entirely in the hands of the United States; total imports were 3,537 bags valued at $20,259.

Oats.—Total imports, 4,403,270 pounds valued at $117,513; Canada supplied 98 per cent.

Beans, Peas and Lentils.—The United Kingdom supplied just under 50 per cent of the total imports which were 2,224,832 pounds ($89,354). Canada's share was insignificant.

Haberdashery and Millinery.—Total imports, $65,203, of which the United Kingdom supplied $54,062, Germany $5,543, and Switzerland $2,198. Canada's share was very small.

Hardware.—Of total importations of cash registers, casket hardware, house, office, cabinet and store furniture, amounting to $91,768, the United Kingdom supplied $62,274; Canada, $7,359; and Germany, $11,653. In unenumerated hardware, total imports of which were $80,575, the United Kingdom, the United States and Germany were the principal countries of supply.

Hats and Bonnets.—The United Kingdom supplied about 95 per cent of total imports, which amounted to $106,117.

Implements and Tools.—Agricultural implements and tools were imported to the total value of $41,967; other kinds totalled $48,265. In both cases the United Kingdom and the United States were the principal suppliers.

Indiarubber Manufactures.—Total amount imported was valued at $66,517. United Kingdom, $33,873; Canada, $26,886. Motor car tires and tubes were responsible for much of this business.

Jams and Preserved Fruit.—The jam trade (27,772 pounds valued at $5,559) is practically an English monopoly. In preserved fruit, of which total imports were 75,726 pounds ($13,306), the United Kingdom and the United States were the chief suppliers. Canada's share was very small.

Lard and Substitutes.—Total imports, 330,348 pounds valued at $43,602. The United Kingdom supplied 245,552 pounds ($29,780); Canada 68,392 pounds ($10,905); and the United States the remainder.

Machinery.—Agricultural; sugar; mining; electrical light and power; railway and tramway; marine; and unenumerated industrial and manufacturing machinery—respectively $54,220; $182,399; $21,837; $43,713; $33,295; $29,214; and $32,147—was supplied mainly by the United Kingdom and the United States. In sewing machines the United Kingdom shipped $18,777 out of a total of $21,750.

Matches.—Total imports, 10,120 gross boxes ($9,594) 97 per cent from the United Kingdom.

Meats, Fresh.—Total imports, 10,680 pounds valued at $2,156; 93 per cent from Canada.

Meats, Canned.—The United Kingdom, the United States, Argentina and Uruguay were the principal suppliers—total imports amounted to 82,432 pounds valued at $19,151.

Beef and Pork, Salted or Pickled.—Total imports, 11,510 barrels valued at $273,178—almost entirely from the United Kingdom and the United States.

Other Kinds, including Bacon, Ham, etc.—Of total imports amounting to 186,793 pounds valued at $56,751, the United Kingdom supplied 41,269 pounds ($13,391); Canada 7,855 pounds ($1,938); and the United States 137,390 pounds ($41,242).

Patent Medicines.—Like many other tropical territories, British Guiana uses considerable quantities of patent medicines. Total importations in 1928 amounted in value to $154,127, the bulk of the business going to the United Kingdom and the United States. Canada's share was $13,953.

Iron and Steel Manufactures.—The total value of the various items of import classified under this head was $447,621, of which Canada accounted for $27,458 and the United Kingdom and the United States for most of the large remainder. In rivets, clinches, wire and gates, Canada was represented by $9,739 out of a total of $21,897. Of nails and spikes (other than horse-shoe nails) total importations were 6,471 cwt. valued at $24,448: Canada supplied 4,691 cwt. ($16,107). In bolts, nuts, washers and chains, hoop iron, and unenumerated iron manufactures Canada did a small trade.

Other Metals.—Manufactures of tin, lead, and zinc aggregating $20,779 in value were imported, almost entirely from the United Kingdom.

Milk, Condensed.—Total imports 754,154 pounds valued at $128,954. The United Kingdom supplied 169,611 pounds ($32,322); Canada, 486,120 pounds ($81,753); Holland and the United States most of the remainder.

Musical Instruments.—Pianos and organs were imported to the total value of $8,296, the United Kingdom, Germany and the United States being the chief countries of supply. Canada was not represented. In other kinds of musical instruments, mainly gramaphones, the United Kingdom, United States and Germany between them did most of the trade, which was worth $17,427 in the aggregate. Canada was represented here by $444.

Oils, Edible.—Total imports 321,551 gallons ($270,124), supplied almost entirely by the United Kingdom.

Oils, Illuminating.—Total imports 519,254 gallons ($100,563), of which Canada supplied 175,692 gallons ($28,594); the British West Indies (i.e., Trinidad), 256,862 gallons ($49,111); and the United States, 86,700 gallons ($22,858). Canada's share of this trade in 1927 was 138,418 gallons.

Oil, Fuel.—A total quantity of 406,125 gallons valued at $50,036 was imported, mainly from Trinidad.

Motor Spirit.—Total imports 743,646 gallons valued at $134,651: Canada, 208,830 gallons ($40,935); British West Indies (Trinidad), 532,998 gallons ($93,125).

Lubricants, including greases.—Of total importations amounting to 1,047,237 pounds valued at $85,943, the United Kingdom supplied 570,415 pounds ($40,863); Canada, 27,608 pounds ($2,159); and the United States 447,466 pounds ($42,801).

Paints, including Colours and Pigments.—The United Kingdom supplied about 85 per cent of the total imports, which were 5,611 cwt. valued at $62,205.

Varnish and Polish.—Total imports 5,808 gallons valued at $5,995, of which 2,683 gallons worth $3,320 came from Canada, and almost the entire remainder from the United Kingdom.

Paper Manufactures (Except Playing Cards).—Total imports valued at $174,565, of which the United Kingdom supplied $85,098, Canada $16,973, the United States $17,922, and Holland $41,064.

Playing Cards.—Total imports, 6,357 packs valued at $1,084—all from the United Kingdom, except 36 packs from Holland. It is noteworthy that 984 of these packs were for advertising purposes.

Perfumery (Except Fancy Soap).—Total imports, $40,541; United Kingdom, $18,214; United States, $17,626; Canada, $1,493.

Pickles, Sauces and Condiments.—A total of 11,177 reputed quarts valued at $6,342 was imported, mainly from England.

Provisions, unenumerated.—A total value of $47,390 was brought in, the United Kingdom supplying $37,449.

Salt.—A total of 2,266,373 pounds of fine table salt valued at $19,825 was imported, the United Kingdom supplying over 99 per cent, and Canada and Germany the insignificant remainder. Of rock salt, total imports were 386 tons ($3,765), chiefly from the British and Dutch West Indies.

Seeds other than for propagation—to the surprising extent of 425,347 pounds, valued at $47,528 were imported, mainly from the United Kingdom, Holland and Morocco.

Silk Manufactures.—Total importations, $45,921: United Kingdom, $18,747; Canada, $9,978; Japan, $13,081.

Soap, Fancy.—Total imports, 40,313 pounds valued at $15,000, the United Kingdom supplying about 80 per cent.

Soap, Common.—Of total importations amounting to 2,394,204 pounds valued at $210,913, the United Kingdom supplied over 99 per cent.

Spirits.—The principal items of import under this head were whisky, brandy and gin, the total quantities of which were respectively 10,059 gallons, 2,466 gallons, and 7,993 gallons, the respective values being $54,295, $9,277 and $19,877, and the respective countries of origin the United Kingdom, France and Holland. Canadian rye whiskies do not suit the popular taste, which is for Scotch.

Stationery.—Total imports, $31,623: United Kingdom, $22,889; Canada, $2,983; United States, $3,775.

Sugar, Refined.—Of total imports amounting to 1,074,959 pounds valued at $47,775, Canada supplied about 99¾ per cent.

Tea.—Total imports, 121,309 pounds valued at $59,730: United Kingdom, 65,192 pounds ($32,426); Canada, 36,032 pounds ($20,838); and the British East Indies, 17,603 pounds ($5,547).

Tobacco, Leaf.—From 25 to 28 pounds moisture in packages of not less than 400 pounds, total importations were 299,391 pounds valued at $40,763. Of less than 25 pounds moisture, in packages of not less than 400 pounds, total importations were 8,216 pounds valued at $2,599. Both these kinds came exclusively from the United States. Of less than 25 pounds moisture and in packages of less than 400 pounds, total imports were 173 pounds valued at $110, the United Kingdom supplying all but three pounds. In view of these fairly extensive importations of leaf tobacco and also of Canada's considerable production of this article, British Guiana would seem to be a market worth investigating by Canadian tobacco growers.

Cigarettes.—A total of 50,028 pounds valued at $68,743 was imported, almost entirely from the United Kingdom. Imports of other kinds of tobacco (chiefly smoking mixtures for use in pipes) were 143,286 pounds valued at $227,162: the United Kingdom supplied all but one pound.

Toys and Games.—Total imports, $27,209; United Kingdom $16,245; Canada, $363; Germany, $5,737.

Umbrellas and Parasols.—The United Kingdom supplied $17,500 of total importations valued at $19,462. Canada's share was $453.

Vegetables, Fresh (including Potatoes).—Canada was the largest supplier under this head with 7,050,474 pounds valued at $153,223 to her credit out of a total from all sources of 9,754,716 pounds worth $212,495. Next came the British West Indies with 1,426,977 pounds ($26,288); United States, 599,841 pounds ($13,572); Holland, 486,039 pounds ($12,762); and the United Kingdom, 71,282 pounds ($2,061).

Besides the above, a total of 1,805,525 pounds of onions valued at $68,406 was imported, mainly from the Portuguese possessions, Holland and the United Kingdom in that order

of importance as regards quantities supplied; also a total of 275,672 pounds of garlic worth $22,971, supplied chiefly by Holland, the United Kingdom, and the United States.

The cultivation of native vegetables is not pursued so extensively in British Guiana as in some other British Caribbean territories; hence these relatively large imports. British Guiana imports about six times as much potatoes as does Jamaica, though having only one-third of the population.

Vegetables, dried, canned or preserved.—Total importations, 105,010 pounds valued at $14,335, the chief countries of supply being Portugal, the United Kingdom, Holland and the United States in that order of importance as regards quantities. Canada's share was 6,307 pounds valued at $747.

Wines.—Taking into account that British Guiana's population is only about 305,000, of whom but a small minority drink wine, imports of this beverage are very large. In the year under review a total of 36,219 liquid gallons was brought in valued at $61,598, France, Spain, and Portugal being of course the chief suppliers.

Lumber, i.e., Pitch Pine.—A total of 998,412 superficial feet of undressed pitch pine valued at $57,802 was imported, entirely from the United States. Dressed pitch pine, likewise exclusively of American origin, totalled 86,254 superficial feet ($4,850).

Lumber, i.e., Douglas Fir.—Total imports of undressed Douglas fir were 180,098 superficial feet valued at $8,828; and of dressed Douglas fir 35,795 superficial feet ($1,804). Canada was the sole supplier. British Guiana is a difficult market for Douglas fir. The colony produces large quantities of excellent timber, which is available for building at prices competitive with those of imported woods. Situated some hundreds of miles south of the British West Indian Archipelago, it is off the track of steamers trading from Vancouver to the West Indies and northern ports of South America through the Panama canal. A deviation to Georgetown is not financially remunerative unless the cargo is large; but here a difficulty arises, since vessels drawing more than about three fathoms of water cannot cross the bar of Georgetown harbour, and therefore cannot dock. Small cargoes are uneconomic; so is transhipment at Trinidad. Besides, the steamers that take bauxite from British Guiana to New Orleans bring return cargoes of pitch pine at very low freight rates. For these reasons there seems to be little prospect of any substantial increase in British Guiana's imports of Douglas fir.

Lumber, other kinds.—Imports under this head, totalling 2,336,503 superficial feet ($117,100) of undressed lumber, and 167,891 superficial feet ($10,481) of dressed, consisted mainly of white pine, and except for a few hundred feet were entirely supplied by Canada.

Lumber, Manufactured.—Included in this category are window frames, doors, coffins, caskets, sashes, blinds, and house, office, cabinet and store furniture. Imports were valued at $20,671, of which the United Kingdom accounted for $8,339, Canada for $6,667, and Germany for $3,025. Imports of other varieties of manufactured wooden articles than those above enumerated amounted to $91,425, of which Canada supplied $25,676 and the United States $59,819.

Wool.—British Guiana, although a tropical country, imported in 1928 woollen goods to the total value of $134,007, the United Kingdom supplying over 90 per cent. Men's and women's underwear and suitings of various types were considerable items.

Unenumerated Goods.—Importations of articles not specified in any of the foregoing categories amounted to $19,464 in the case of unmanufactured, and $133,340 in the case of manufactured articles. Of the former, the British West Indies are shown as the chief supplier; of the latter the United Kingdom had the largest share ($79,550), Canada $11,427, and the United States $28,084.

EXPORTS

The f.o.b. value of British Guiana's exports for the year under review, including re-exports amounting to $374,019, was $14,925,713, or $1,100,656 less than in 1927. The principal items were: sugar (114,687 tons valued at $8,124,666); diamonds (132,966 carats valued at $2,518,836); gold (4,264 ounces valued at $76,149); bauxite (167,621 tons valued at $839,615); molasses (2,873,468 gallons valued at $164,281); rum (1,269,923 proof gallons valued at $576,287); rice (18,083 tons valued at $1,114,147); copra (7,841,944 pounds valued at $352,522); and balata (647,566 pounds valued at $257,448).

The quantity of sugar exported was 5,071 tons more than in 1927, and exceeded the quantity shipped in any year since 1908-9, with the exception of 1915. Also, shipments of rice were larger than ever before; but the average

price realized was much less than in some former years. Diamonds and balata show considerable decreases in quantity as well as in value as compared with 1927. Very little prospecting for diamonds was done in 1928, and weather conditions were on the whole unfavourable. The demand for balata was small, and prices were poor in consequence. Gold shipments considerably declined, and those of bauxite were just below the average of the four immediately preceding years.

In 1928 sugar and its by-products accounted for 61 per cent of the total value of British Guiana's exports; gold and precious stones for 18 per cent; rice for 8 per cent; bauxite for 5 per cent; and other products for the remaining 8 per cent. Canada took about 67 per cent of the exports of sugar.

As regards total exports, Canada remained British Guiana's best customer, taking goods valued at $5,423,063, or 37 per cent of the total. The United Kingdom again took second place with $4,509,573, or 31 per cent. The British West Indies accounted for 9 per cent (mainly rice and coconuts); while 6 per cent found a market in the United States. Great Britain absorbed the major portion of the shipments of copra, balata, and rum, and considerable portions of other items.

RE-EXPORTS AND TRANSHIPMENTS

In 1928 goods to the total value of $374,019 were re-exported from British Guiana. Transhipments aggregating $775,606 were also made. These two headings comprise a wide variety of articles, including foodstuffs, beverages, tobacco, and many kinds of manufactured goods. The principal countries of destination were certain of the British West Indies and Dutch Guiana, Georgetown being a convenient point of distribution for these territories.

SHIPPING

There was an increase in the tonnage of shipping entered and cleared at the ports of British Guiana in 1928 as compared with 1927, as will be seen from the following table:—

	1927	1928
Number of ships entered	1,392	1,714
Tonnage of ships entered	566,177	645,309
Number of ships cleared	1,355	1,693
Tonnage of ships cleared	572,316	644,810

It is of interest to note that the tonnage of vessels of the Canadian National Steamships Limited entering the port of Georgetown in 1928 considerably exceeded the tonnage of any other steamship line.

FRUIT TRADE DURING SEASON 1928-29

J. Forsyth Smith, Fruit Trade Commissioner

London, June 7, 1929.—The principal features characterizing the fruit trade in the United Kingdom during the season of 1928-29 have been the heavy shipments of both boxed and barrelled apples from transatlantic sources as compared with the previous season, the considerable increase in shipments of British Columbia apples, the extremely small quantities of Ontario apples reaching the market, the particularly good quality and colour of Nova Scotia supplies, the apple crop shortage on the continent with subsequent eager demand on such markets as those of Scandinavia and Belgium, and the fact that the

competition of English apples was not so keen as usual. English dessert apples were fairly plentiful in the earlier months of the season, but there was a marked decrease in the quantity of cooking apples on offer, and this had a very fortunate reaction on the demand for the uncoloured varieties of apples from Canada.

American barrelled apples, especially those from New York and Virginia, were present on the market in considerable quantities, and as usual the relatively high colour standard maintained met with general appreciation. Shipments of American apples were particularly heavy during October, and the abnormal quantities rushed to market would in themselves have reduced prices below a profitable level. A further factor, however, entered into the situation, a considerable proportion of the fruit arriving being of a quality that would have met with a very doubtful reception even on a market of light supplies. Heavy shipments and inferior quality combined exercised a most depressing influence on the market, the returns for considerable quantities of fruit reaching a disastrous level. This had the natural effect of discouraging shipments, and after the first week of November arrivals were on quite a moderate scale, the totals for that month being actually less than for October. Prices reacted to the diminishing supply and were more satisfactory than during the early part of the season, though still held down by lack of quality. The Nova Scotia output, however, was remarkably good, and although prices received were naturally governed to an important extent by the values set by the large quantities of competitive American apples, their exceptional colour and general quality won for them an excellent reception, and the warmest commendation from the trade. Prices throughout the season were steady and, in view of all conditions, must be regarded as satisfactory. Ontario shipments were very light, but excellent in quality, and returned relatively good prices.

Boxed apples were shipped in very large quantities as a result of the large crops in Washington and Oregon, and often in excess of market requirements, and the season throughout was most unsatisfactory from the shippers' standpoint. Prices during the heavy shipping months of October and November were at a most unprofitable level, dropping as low as 7s. 6d. to 8s. In December there was some improvement, which continued during the new year, but the season as a whole was very disappointing.

The general level of barrel apple prices throughout the season has been definitely lower than in the season of 1927-28, which was a year of short crops and of relatively small supplies to this market. To take the case of typical varieties of Nova Scotia and Ontario apples, for example, comparative prices for No. 1 have ranged as follows: Nova Scotia Kings, 16s. 6d. to 31s. as against 24s. to 34s. 6d.; Gravenstein, 12s. 6d. to 25s. as against 21s. to 28s. 6d.; Ribston, 16s. to 28s. as against 19s. to 32s.; Stark, 16s. 6d. to 28s. as against 22s. to 35s.; Baldwin, 18s. 3d. to 31s. as against 17s. to 33s.; Golden Russets, 22s. 6d. to 37s. as against 27s. 6d. to 41s.; Ben Davis, 17s. 9d. to 26s. as against 15s. to 28s.; Ontario Golden Russets, 20s. to 39s. as against 29s. to 42s.; Baldwin, 22s. to 41s. as against 25s. 6d. to 37s.; Stark, 22s. to 35s. as against 20s. to 40s.; Ben Davis, 21s. 6d. to 31s. 6d. as against 20s. to 32s. 6d.; Cranberry, 29s. 6d. to 32s. as against 25s. to 34s. 6d.

In the case of boxed apples, with the exception of the Delicious variety, the values returned have been very much lower than last season. Some typical comparisons for the Extra Fancy grade are as follows: McIntosh Red, 7s. 6d. to 10s. as against 14s. to 17s. 6d.; Jonathans, 9s. to 13s. 6d. as against 8s. 6d. to 18s.; Delicious, 13s. to 17s. as against 12s. to 14s.; Newtowns, 10s. to 13s. 6d. as against 13s. to 17s.

IRISH FREE STATE DIRECT IMPORTS FROM UNITED STATES

John H. English, Canadian Trade Commissioner

Dublin, June 26, 1929.—Direct imports of all classes of commodities into the Irish Free State from United States in the calendar year 1928 amounted to £3,810,596, a decrease of £847,410 from the preceding year. As a result of frequent direct steamship sailings from United States to various Free State ports, the tendency of direct shipments has increased considerably during the past few years. It can be generally stated that there is a desire on the part of firms in this country to import direct from the country of origin, thus eliminating to a large extent the transhipment and rehandling of goods in United Kingdom ports.

At the present time only one line of steamers operates a direct and regular freight service from Canadian Atlantic ports to Irish Free State ports, and this is confined chiefly to calls at Dublin on a fortnightly basis, and occasionally to Cork. Whether or not additional direct services to Dublin and Cork would produce sufficient additional tonnage to warrant profitable operations is not known, although efforts have been made in the past to encourage the inauguration of a direct line to Cork and points in Southern Ireland.

PRINCIPAL IMPORTS

While direct sailings from Canada are infrequent as compared with those from the United States, in a number of lines of goods imported from the United States, the Dominion is an important producer. The principal imports from the United States in 1928 in order of value were as follows:—

Commodity	Quantity	Value
Wheat..cwt.	3,098,410	£1,846,493
Motor car parts	.....	153,178
Hops..cwt.	21,165	125,342
Wheaten flour..cwt.	126,209	104,849
Tobacco, unstemmed..lbs.	2,251,081	87,229
Motor cars, touring..number	341	48,868
Fruit, tinned and bottled..cwt.	13,201	35,026
Wood and timber—		
Sawn soft:		
Deals, planks, boards..loads	882	6,373
Other sorts..loads	2,845	23,677
Staves..loads	611	25,810
Sleepers..loads	1,422	6,324
Linseed meal and cake..cwt.	40,340	23,242
Sacks and bags, jute..doz.	52,334	14,148
Binder twine..cwt.	5,470	14,058
Hair..cwt.	5,003	13,725
Bacon..cwt.	3,667	13,328
Lard..cwt.	2,436	8,520
Rubber tires, motor car..number	3,292	6,752
Linoleum, cork carpet..sq. yds.	81,590	6,602
Tobacco, unmanufactured, stemmed.. lbs.	80,309	3,773
Fish, canned..cwt.	665	3,039
Soap..cwt.	1,318	2,986

In a number of these commodities, it will be realized that Canada already has a substantial trade, and in others, prevailing conditions either in the industries concerned or otherwise preclude the possibility of at least a substantial increase in shipments from Canada.

The following paragraphs will show in a brief way the condition of the particular trade as far as Canada is concerned.

WHEAT

Canada is a source of wheat for the Irish Free State, shipments last year amounting to 829,340 cwt., valued at £490,152, which is approximately one-fourth that imported direct from the United States. Total imports from all sources were 4,899,600 cwt., having a value of £2,912,809, of which the United Kingdom is credited with £266,651. Canadian Manitoba hard wheat is highly considered and is used extensively by the Free State millers for mixing purposes.

HOPS

For the manufacture of beer and stout, a large industry in this country, 52,635 cwt. of hops valued at £373,059 were imported from all countries during 1928. The United Kingdom is credited with 20,776 cwt. valued at £185,800; while the United States supplied to the value of £125,342; France, £24,649; Australia, £13,198; Germany, £9,689; and Poland, £3,765. It is not known whether Canadian-grown hops have been used here successfully, but, according to the statistics available, none within recent years have been shipped direct.

WHEATEN FLOUR

There are approximately forty mills in the Irish Free State manufacturing wheat flour, but, owing chiefly to their unfavourable locations, few can be operated economically. Working at capacity, however, it is reported that they could produce from 70 to 80 per cent of the total flour requirements of this country. At the present time, however, only 40 per cent of the flour consumed is manufactured within the borders of the State, and a large percentage of that is from imported wheat. The total importations in 1928 amounted to 3,174,719 cwt. valued at £2,639,575, of which the United Kingdom is credited with £1,873,312; Northern Ireland, £307,740; Canada, £349,981; United States, £104,849; and France, £3,358.

Although the purchasing power of the Free State appears to be low, only top patent flours are in demand, and Manitoba hard or a slightly blended flour seems to be favoured. There is no import duty on flour, although an application for a tariff of 3s. per 280-pound bag is at present before the Government.

TOBACCO

As a result of a heavy duty placed on imported manufactured tobacco, a number of large manufactories have been established in the Free State, principally Dublin. Most of the cigarettes, cigars, etc., used here are therefore manufactured in Free State factories, resulting in a large importation of unmanufactured tobacco. The total imports for 1928 were 8,277,373 pounds valued at £532,150. Of this, 5,702,972 pounds valued at £334,515, were from the United Kingdom, while most of the remainder was direct from the United States. The statistics do not show any as originating in Canada.

TINNED AND BOTTLED FRUIT

All varieties of canned fruit are imported, of which approximately half comes from the United Kingdom, and half from the United States. Imports for the year were 25,002 cwt. valued at £68,456, of which the United Kingdom supplied 10,911 cwt. valued at £30,733. No Canadian brands are shown as being imported direct, but it is known that certain quantities arrive here via London, Liverpool and Belfast. Two or three widely-advertised United States brands are most common on the market; the importing companies have branch sales offices with stocks in Dublin.

STAVES

Wooden staves of oak, ash, etc., were imported in 1928 to the extent of 1,481 loads valued at £38,236. The United Kingdom is credited with furnishing 258 loads valued at £5,796, and the United States 611 loads valued at £25,810. In addition, Norway shipped a quantity of new barrels valued at £5,044. The staves are used chiefly in the brewing and distilling trades, and it is possible that Canadian manufacturers can compete in this line.

LUMBER

Lumber in its various forms comprises one of the leading imports into the Free State, and will likely show a continued increase with the gradual development of the country. The timber resources of Ireland are small, and although a certain amount of lumbering is being carried on, it can never be an extensive industry, at least until the reafforestation measures which are now proceeding begin to bear results. For the sake of convenience, the following table is given, showing total imports in 1928, and imports from the leading suppliers:—

Hewn, hard—			
Total	cwt.	13,310	£ 4,349
United Kingdom	cwt.	13,060	4,285
Hewn, soft—			
Total	loads	4,776	17,834
United Kingdom	loads	202	1,803
Sawn, hard—			
Total	cwt.	139,130	52,638
United Kingdom	cwt.	123,340	49,180
Sawn, soft (deals, planks and boards)—			
Total	loads	64,788	359,925
United Kingdom	loads	1,996	19,819
Latvia	loads	5,849	33,279
Sweden	loads	19,924	108,062
Norway	loads	1,930	10,703
Germany	loads	3,110	18,807
Russia	loads	4,431	23,533
Poland	loads	4,008	20,587
Canada	loads	14,749	74,108
United States		882	6,373

It will be seen from the above that Canada is second only to Sweden in supplying soft timber to this market. While countries of origin are not given in all instances for flooring, the total imports are of interest. For the year, the imports of planed and dressed floorings totalled 19,573 loads valued at £130,608. This covers all types of lumber used for flooring purposes, including birch, maple, oak, etc.

LINSEED MEAL AND CAKE

The total imports of linseed meal and cake for 1928 were 562,481 cwt., valued at £368,110, of which 428,257 cwt., with a value of £281,496, were from the United Kingdom. United States direct shipments totalled 40,340 cwt., worth £23,242. In an agricultural country such as the Irish Free State, this commodity is of immense importance. No imports from Canada are shown, the business undoubtedly being handled through brokers or stockists in Great Britain.

BACON

The Free State is a large bacon producer, and at the present time this commodity forms one of its principal exports to the United Kingdom. Nevertheless in 1928 imports from all countries totalled 336,853 cwt., valued at £1,449,-584, which is only slightly less than the preceding year. Of this total 300,472 cwt., valued at £1,275,849, are credited to the United Kingdom. Imports from Canada were nil in 1928. Imports of hams from all countries totalled 4,665 cwt., valued at £28,173.

Buyers appear to be prepared to do business with Canada, but during the past year and until recently supplies were not obtainable.

LINOLEUM

This commodity is used extensively in the Free State in place of hardwood floors. Total imports of linoleum and cork carpets were 883,920 square wards valued at £103,041, of which 95,182 square yards valued at £92,984 were from the United Kingdom. In addition, 741,110 square yards of oilcloth valued at £44,266 were imported from all sources.

CANNED FISH

This item comprises chiefly canned salmon, although it also includes tinned sardines, tuna and shell fish. The imports from all sources during 1928 totalled 11,516 cwt., with a value of £76,215. Of this total the United Kingdom supplied 10,188 cwt. valued at £69,615, and the United States 665 cwt. valued at £3,039. A large number of Canadian brands are sold on the market, but according to the statistics none is imported direct. Pink salmon seems to be the only Canadian line available here, but the consumers appear to favour a deeper coloured fish. Sockeye and Cohoe are not obtainable. In sardines, a Canadian brand is being sold, but these do not receive the same interest as the smaller type of sardines from Scandinavia. There is only a comparatively limited market for canned lobster, owing to the high price. Canadian lobster is chiefly in evidence, but has to compete with the less expensive fresh lobster caught in Irish waters.

SOAP

Owing to the large home industry, which is protected by tariffs, the importation of soaps of all kinds has shown a substantial decline over the past year or so. Nevertheless a large quantity is still being imported, chiefly from the United Kingdom. Total imports in 1928 were as follows: Hard household, 46,109 cwt. (£97,149); hard toilet, 10,726 cwt. (£59,831); polishing and scouring, 1,612 cwt. (£3,812); other kinds, including powders and substitutes, 18,255 cwt. (£48,974). By far the largest quantities came from the United Kingdom. Canada was credited with 1,318 cwt. valued at £6,938, and the United States, 1,318 cwt. valued at £2,986. These comprised almost entirely toilet and shaving soaps.

MOTOR VEHICLE IMPORTS INTO AUSTRALIA

Mr. B. Millin, Commercial Agent in Sydney, writes under date May 31 that the fiscal year 1927-27 (ending June 30) saw the peak of motor vehicle imports into Australia. For nine months of that year the imports of car bodies, chassis, and motor cycles and side cars, together with parts, amounted in value to over £11,000,000. The following year saw a heavy decline, the value of the imports being only 62 per cent of those of the corresponding nine months of 1926-27. Nine months of the present year have witnessed a great recovery, but the figures are far below those of the boom year. Imports for the nine months of 1928-29 were £8,449,685, and they are below the corresponding nine months of 1925-26 and 1924-25. Compared with a year ago, the increase is in all three items, but if the comparison is made with five years ago the increase is in bodies only. Imports of chassis and motor cycles are still below those of 1923-24.

Seven Years' Motor Imports

Nine Months to March 31	Motor Cars Bodies	Chassis	Motor Cycles	Total
1923..	£ 351,920	£4,230,479	£255,514	£ 4,837,913
1924..	819,431	7,100,555	563,521	8,483,507
1925..	779,710	7,431,818	570,566	8,782,094
1926..	835,870	7,968,287	570,568	9,374,725
1927..	1,019,583	9,476,599	542,822	11,039,004
1928..	837,804	5,631,125	379,322	6,848,251
1929..	1,105,687	6,880,836	513,162	8,499,685

TIMBER TRADE OF NEW SOUTH WALES

Mr. B. Millin, Commercial Agent in Sydney, writes under date May 31 that during the last three years there has been a decrease in the amount of timber imported into and exported from the State of New South Wales. The following figures refer to raw and dressed timber, exclusive of manufactures:—

	Cubic Feet	Value in £
1923-24 Import	14,898,089	2,311,113
Export	2,264,447	441,892
1924-25 Import	14,553,095	1,994,631
Export	3,204,616	646,496
1925-26 Import	18,549,046	2,428,206
Export	2,083,255	420,766
1926-27 Import	16,426,217	2,297,277
Export	1,541,973	307,020
1927-28 Import	15,217,155	1,972,521
Export	1,247,315	258,332

The estimated gross consumption of timber (in cubic feet) was as follows:—

	Native Cubic Feet	Imported Cubic Feet	Total Cubic Feet
1923-24	32,555,333	14,989,689	47,453,422
1924-25	44,812,000	14,553,095	59,365,095
1925-26	38,791,400	18,549,046	57,340,446
1926-27	37,146,839	16,426,216	53,573,044
1927-28	39,070,537	15,217,155	54,287,692

Imports of timber into the State by quantities and values during the twelve months ended December 31, 1928, were as follow:—

Architraves, mouldings, and skirtings .. .. ..lin. ft.	570,913	£ 5,338
Dressed timber n.e.i. .. ..sup. ft.	15,830,498	192,563
Undressed timber n.e.i. for box making.. ..sup. ft.	14,430,598	93,853
For box making, cut to size, dressed, etc. ..sup. ft.	4,763,558	56,139
Hickory undressed .. ..sup. ft.	43,243	1,965
Laths n.e.i. .. .. number	262,018	499
Logs not sawn and spare in the rough.. .. sup. ft.	4,695,900	32,286
Palings .. ..number	670,290	906
Plywood, veneered or otherwise .. ..sq. ft.	5,227,967	69,472
Shingles .. ..number	817,676	1,918
Spokes, dressed hickory .. ..number	9,350	220
Staves, undressed.. .. ..number	458,900	8,382
Undressed timber n.e.i. in sizes less than 7 x 2½ inches (or its equivalent).. .. .. sup. ft.	53,382,748	640,536
Undressed timber n.e.i. in sizes less than 7 ft. 6 in. x 10½ x 2½ in. .. ..sup. ft...	4,720,494	61,126
Undressed timber n.e.i. in sizes of 7 in. x 2½ in. and upwards.. .. ..sup. ft.	9,280,752	147,673
Undressed timber n.e.i. in sizes 12 in. x 6 in. (or its equivalent) or over .. ..sup. ft.	74,458,071	649,949
Veneers..	.....	7,083

AUTOMOBILE MARKET IN INDIA

Richard Grew, Canadian Trade Commissioner

Calcutta, June 6, 1929.—The market in India for motor vehicles has shown a steady increase for the past eight years and from present indications, and unless some economic disaster takes place, there is reason to believe that the expansion will continue. This may be borne out by the fact that one large firm of automobile manufacturers has already established an assembly plant in this country.

The total number of cars imported during the year 1928-29 was 19,567—an increase of 4,345 cars over the corresponding period of a year ago and an increase of 4,135 cars over the previous record made during the year 1920-21, which was the boom period when the total importation amounted to 15,432. In fiscal year 1921-22, the imports dropped to 2,895 cars, but since then a steady increase has been shown every year.

One of the principal reasons for the large advance in the number of cars imported during the past year is on account of the resumption of manufacturing by the Ford plant in Canada. By far the greatest increase is recorded in the number of cars imported from the Dominion. The total number of cars for the year 1928-29 amounted to 6,568, which is an increase of 3,168 over the previous corresponding period. By making this marked increase, Canada has now gained second place as far as imports from different countries are concerned. The United States hold the leading position with a total number of 7,943 cars, showing an increase of 1,412 over 1927-28. Imports from the United Kingdom, which is the third principal supplier, numbered 3,645, being an increase of 45 cars. All other producing countries showed a decrease in the number of cars sent to this country. From the years 1922-23 to 1926-27 inclusive, Canada was the leading supplier of automobiles to this market. The following year, 1927-28, imports from Canada showed a decrease of 1,476 cars, the total number amounting to 3,400, both the United States and the United Kingdom having greater sales. During the year under review Canada has made a rapid recovery and possibly during the present year she may regain her former position as principal supplier.

Owing to the greater number of cars imported into India, the revenue derived from the import duties is now within roughly $70,000 of the previous high figure, when the tariff on automobiles was 30 per cent as compared to a rate of 20 per cent at present in force.

The following table shows the number of cars imported into India during the last nine years together with the countries of origin:—

	United Kingdom	United States	Canada	France	Italy	Other Countries	Total
1920-21	2,541	10,120	1,938	192	218	423	15,432
1921-22	790	802	576	158	222	347	2,895
1922-23	449	1,386	1,846	61	131	450	4,323
1923-24	1,005	2,865	3,290	153	370	301	7,984
1924-25	1,682	3,106	3,956	215	235	186	9,380
1925-26	2,399	4,143	4,775	367	860	213	12,757
1926-27	2,546	4,030	4,476	607	1,416	122	13,197
1927-28	3,600	6,031	3,400	538	1,367	186	15,122
1928-29	3,645	7,943	6,568	277	967	167	19,567

In the following table comparison is made as to the number of cars imported into the various presidencies of India during the past two years:—

	1927-28	1928-29
Bombay	4,093	6,705
Bengal	4,935	5,577
Madras	2,660	3,399
Sind	1,970	2,178
Burma	1,455	1,708
Total	15,122	19,567

Another feature to be taken into consideration in the increasing number of automobiles imported into this country, is the greater consumption of petrol that will be necessary. As the Government has imposed a tax of 2 annas per gallon (roughly 4 cents Canadian currency) on motor spirits, for the improvement and maintenance of roads, the greater number of automobiles in use the greater will be the revenue derived from this impost.

MOTOR BUSES

One of the most notable features in the automobile trade in this country has been the remarkable increase in the motor passenger traffic and the consequent increasing demand for motor buses. This development has been most marked during the past two or three years, and at the present time motor buses are covering practically every road in the country upon which motor traffic is possible. This development has filled a much-needed want as formerly much of the traffic between villages which were not served by the railroads had to be done on foot. Now, however, in most cases transportation is both rapid and cheap. Motor buses are not only taking care of the traffic as described above, but they are also undertaking long trips and are successfully competing against the railroads.

During the last year, 1928-29, the imports of motor buses numbered 12,790 which is an increase of 4,018 over the previous year and an increase of 6,357 over 1926-27. In other words, the number of buses imported into India is roughly 100 per cent greater than in 1926-27.

The following table shows the number and value of buses imported into India during the past three years and also the principal suppliers:—

	1926-27	1927-28	1928-29
Canada	3,589	4,268	6,373
United States	2,322	3,699	5,809
United Kingdom	341	447	473
Other countries	151	268	135
Total	6,343	8,682	12,790

Value based on par value of exchange, Rs. 1 being the equivalent of 36 cents: 1926-27, $4,380,000; 1927-28, $5,364,000; 1928-29, $7,818,000.

It will be noted that the principal increase is shown in the imports from Canada and the United States. The British-made bus is heavier in construction and more expensive. It has been found that the lighter trucks are much more suitable for the roads and bridges in India and, in addition, they are less expensive. Consequently there is a strong preference for buses coming from Canada or the United States, and there is no indication at the present time that the demand will change towards the heavier and more expensive vehicle.

ECONOMIC CONDITIONS IN BRITISH MALAYA IN 1928

G. R. Heasman, Acting Trade Commissioner

[Note.—Straits dollar equals 56 cents.]

Batavia, May 15, 1929.—The year 1928, in British Malaya, was one of anxiety from early in the year, when it was first intimated that rubber restriction was to be removed, until near the close, but the worst fears failed to be realized.

During the first two months of the year business was fairly good, but from that time on it began to ease off and remained with a few spasmodic revivals, in a semi-dull condition until the end of September. The last three months of the year saw a recovery due largely to heavy export shipments during November and December. Merchants on the whole, however, report a dull year.

CREDITS

Credit which had begun to tighten up during the second and third quarter, eased as soon as it was seen that there was no danger of any inflation of the currency note issue. The currency note circulation figures, which stood on January 1, 1928, at $117,505,000, closed on December 31, 1928, at $115,636,000 (Straits).

Most of the old-established dealers traded very conservatively throughout the year, but collections were difficult and particularly so in the outports. There was a considerable number of failures, and some under very bad circumstances. The fact that there were not even more, however, reflected the sound condition of the country's business structure.

SHIPPING

The number of vessels using the wharves at Singapore in 1928 was 3,428; the net tonnage, 9,613,348. Of general cargo handled at the wharves, tons inward amounted to 1,275,912, and tons outward to 856,982; and of coal and oil handled at the wharves, tons inward amounted to 428,481, and tons outward to 460,731.

EXPORTS

Exports for the year under review were valued at 847,014,000 Straits dollars against $1,062,486 in 1927—a decrease in value of $215,472,979. Total exports during 1928 of the two principal commodities, tin and rubber, were valued at $521,072,000 against $726,057,000 in 1927.

The decrease in the value of exports was further helped by the steadily falling prices of tin—a commodity second only to rubber in importance.

RUBBER POSITION

The announcement of the removal of restriction caused a sudden fall in the price of rubber from 46 cents a pound on April 4, 1928, to 29 cents a pound on April 11. After the first collapse, the price for the remainder of the year displayed remarkable steadiness, fluctuating between 27¼ and 32½ cents a pound and closing on December 29 at 29¼ cents a pound. Exports during the closing months of the year were heavy, averaging about 68,300 tons a month as against a monthly average of approximately 30,000 tons for the previous four months.

Total exports of rubber for 1928 amounted to 408,693 tons valued at S$329,796,000 compared with 371,322 tons valued at S$519,487,000 in 1927.

TIN

World supplies of tin showed an advance in 1928 of some 24,000 tons over 1927. This was due mainly to new dredges coming into operation in Malaya. The effect of this over-production had a marked influence on the price. The year opened with tin at £261 per metal ton, but there was almost at once a gradual but steady decline with £225 as the closing quotation of the year. At the time of writing it has declined still further to about £200 per metal ton; this is a drop of over $300 (gold) per ton in fifteen months. The budgets of governments who depend for a large share of their revenue on tin are likely to be gravely affected.

Exports of tin during 1928 amounted to 99,052 tons valued at S$191,276,000. This is an increase of 15,281 tons over 1927, but notwithstanding the higher shipments in 1928 total value decreased by S$15,294,000.

The United States, Great Britain, India, China and Japan were the chief importing countries.

COPRA

Exports of copra during 1928 amounted to 182,854 tons valued at S$34,164,000 as against 143,038 tons valued at S$26,578,487 in 1927. Copra practically regained in quantity what it lost in 1927, which was a year of small supplies. The increase in the 1928 crop, however, led to a corresponding fall in values and the year closed with a loss of about S$1.50 per picul (136 pounds). The outlook for 1929 promises another full year, and if prices are maintained at present levels, it should still be a profitable industry for producers. Copra is shipped chiefly to Germany, Holland and the United States.

TAPIOCA

Tapioca shipments declined to 28,000 tons in 1928 from 35,000 in 1927; the total value also decreased by about S$400,000. Current prices are, however, quite remunerative and production during 1929 should be well maintained.

Germany is a large purchaser of tapioca, as is also New Zealand. Canada is credited with importing from Malaya less than 10 tons, which is 22 tons less than in 1927. Canadian statistics, however, show imports of tapioca up to as high as a thousand tons a year.

PINEAPPLES

Canada imports considerable quantities of pineapples from Singapore, but local statistics are so far out of line that it is useless to quote them.

There was a slight increase in production during 1928 amounting to about 6,000 tons. Exports were valued at S$8,421,230 as against S$8,296,656 in 1927. The past year, however, was reported as very unsatisfactory by both planters and canning factories, due to a low range of prices. The United Kingdom is shown as the chief importer.

PEPPER

Figures for this year are much the same as the previous year, and do not show the anticipated increase in production although total value increased by over a million and a half Straits dollars. Exports during 1928 amounted to 13,506 tons valued at S$18,413,096 as against 13,514 tons valued at S$16,763,366 in 1927. The United Kingdom is credited with the largest share of imports.

IMPORTS INTO MALAYA

With Malaya's chief products down in price, with credits restricted, and exports declining, imports were bound to be affected. The total value of imports for 1928 was S$867,637,385 against S$1,004,299,603 for 1927.

Canada's imports were also, no doubt, proportionately affected, but it is impossible to state what the Dominion's trade with the Middle East amounts to, due to her produce being shipped either from New York or transhipped at some European or Asiatic port.

Of the 36 classes of imports listed below, 25 suffered a decrease during 1928. Imports of rubber decreased by 84 million Straits dollars, but of most interest to Canada was a decline in grain and flour of 22 million dollars. Large declines were also registered in such lines as wire nails, light gauges, corrugated iron, low priced provisions and bazaar sundries. Canadian prices on these commodities are anywhere from 10 to 50 per cent higher than Continental quotations.

Imports into British Malaya, 1927 and 1928

Commodity	1927	1928
	In Thousands of Straits Dollars	
Grain and flour	125,047	113,234
Feeding stuff for animals	7,813	8,448
Meat	3,445	3,438
Animals living for food	10,600	10,404
Other food and drink non-dutiable	121,389	114,405
Drink, dutiable, and tobacco	48,473	46,663
Animals living, not for food	346	350
Coal	10,970	9,765
Other non-metallic mining and quarry products and the like	1,834	2,366
Iron ore and scrap	60	35
Non-ferrous metalliferous ores and scrap	73,375	66,964
Wood and timber	7,333	6,703
Raw cotton	....	....
Other textile materials	41	51
Seeds and nuts for oil, oil, fats, resins and gums	24,432	33,048
Hides and skins	1,798	1,626
Rubber	175,671	91,169
Miscellaneous raw materials and articles mainly unmanufactured	9,077	8,188
Earthenware, glass, abrasives	13,831	15,831
Iron and steel and manufactures thereof	29,061	27,722
Non-ferrous metals and manufactures thereof	3,798	3,915
Cutlery, hardware, implements and instruments	6,090	5,080
Electrical goods and apparatus	5,443	6,869
Machinery	22,899	27,578
Cotton yarns and manufactures	56,176	47,448
Woollen goods	2,595	1,876
Silk and silk manufactures	7,184	5,102
Manufactures of other textile materials	11,873	12,534
Apparel	9,060	7,341
Chemicals, drugs, dyes and colours	21,592	19,163
Oils, fats and resins manufactured	112,991	101,334
Leather and manufactures thereof	1,659	1,462
Paper and paperware	6,463	6,185
Vehicles (including locomotives, ships and aircraft)	19,602	17,706
Rubber manufactures	6,323	4,657
Miscellaneous articles wholly or mainly manufactured	31,940	31,152
Total value of imports of merchandise	1,004,299	867,637

COUNTRIES OF ORIGIN

The five chief exporting countries to Malaya with values were as follows:—

Country	1927	1928
	In Thousands of Straits Dollars	
British Dominions and other British possessions	194,483	167,043
United Kingdom	132,608	139,008
Europe	68,605	56,586
United States	31,799	27,511
Japan	30,215	20,146

With the exception of the United Kingdom, which showed an increase of S$7,000,000, the imports from the remaining chief sources of supply showed considerable declines. Imports from Europe declined twelve million Straits dollars. Japan had a decrease of ten million dollars, which is only two million less than that of the whole of Europe. In the case of Japan, this was not so much the result of economic conditions in the country as the effect of the Chinese boycott of Japanese goods. Japanese imports declined five million dollars during the months of August, September, October and November, when the boycott was at its height.

The imports from British possessions are chiefly rice from Borneo, flour from Australia, and products from Sarawak and Borneo for re-export.

IMPORTS FROM CANADA

The detailed statistics for 1928 showing countries of origin of imports will not be available till the end of the year, but the following information from office records is submitted.

Canada's exports to Malaya for 1928 included automobiles, auto batteries, auto brake lining, other auto accessories, rubber tires, salmon, sardines, pilchards, canned lobsters, rubber belting, rubber soled canvas shoes, bond paper, electric apparatus, hardware, iron pipes and tubing, flour, chocolates, rye whisky, ginger ale, weighing machines, paints, perfumery and cosmetics, medicines, bread-baking machinery, children's joy cycles, shoe tacks, and piano parts.

The above list gives the items included in Canada's exports to Malaya more specifically than does any bureau of statistics, but unfortunately values and quantities are not available. Furthermore, at the present moment, it is not possible to state definitely whether Canada's exports to Malaya show an increase or a decrease compared with 1927. It is almost certain, however, that there has been an increase largely contributed to by heavy shipments of Ford motor cars from Canada.

FUTURE PROSPECTS

Provisions.—Canada's opportunity in Malaya is chiefly in provisions. Flour, soda biscuits, confectionery, canned fish, apples and jams are all lines capable of expansion if prices can be met. Flour comes chiefly from Australia, and Canada, with no direct steamship service, is at a decided disadvantage. Confectionery comes chiefly from England, with the United States gradually securing an increasing share of the market in chocolates. The quality biscuit comes from England and has the market, but there is an urgent demand for soda biscuits in tins. Canadian salmon holds a prominent place, but the American sardine in tomato sauce has made serious inroads into the trade. Pilchards are not plentiful on the market, and there is certainly room for expansion, but prices quoted by United States export houses have been much lower than those quoted from British Columbia. Fresh apples, of which there are thousands of boxes imported, are secured entirely from Australia and the United States. British Columbia apples have been proven, from trial shipments to Java, to be fully the equal, if not better than, the American product. Malayan importers would prefer an Empire fruit, but higher freight rates result in Canadian apples being more expensive when landed in Singapore. Jams are imported chiefly from England, Holland and Australia, but there is still an opportunity for Canadian manufacturers who seriously desire to expand their trade to the Middle East.

Chemical and Druggist Supplies.—Malaya offers a small market for manufactures of patent medicines and druggists' supplies. There are two Canadian lines in Singapore, one of which at least has a fair turnover. There is a constant demand for heavy chemicals, calcium carbide, sulphate of ammonia and others, but what few quotations this office has received have been too high to be of interest. The United Kingdom, Holland, the United States, and Germany are the chief sources of supply.

Fibres, Textiles and Textile Goods.—Canada's share of the Malayan market under this heading is confined chiefly to a few bathing suits and light underwear. Inquiries have been received for quotations on cotton duck, but Canadian manufacturers do not seem interested in the light weight required out here. There is a constant demand for pure silk hose to compete with a well-known American brand.

Metal Products.—Under this heading can be placed automobiles, which form by far the largest proportion of Canada's exports to Malaya. During 1928 the Ford car again made its appearance in large numbers, so that imports from Canada under this heading at least will show an increase.

Continental competition in the large majority of metal products precludes any competition from Canada. A small quantity of iron tubing and piping has

been imported from time to time by a local firm, and weighing scales from an American branch factory enjoy a good sale where quality is a first consideration. The sale of electric apparatus is curtailed chiefly because of the high rates for electricity. Shoe tacks are shipped to Singapore from Canada, but Germany has most of the wire nail business. Automobile accessory lines are usually competitive with the American product, and a number of Canadian manufacturers are now making regular shipments. The bicycle trade is out of the question, but competition is possible with children's joy cycles.

Wood and Its Products.—Canada's share in bond paper during 1928 should show a considerable increase over 1927. In tissue, wrapping and news, however, prices are such as to be of little interest to Canadian manufacturers. Kraft wrapping paper—for which there is a fair market—must be quoted at about $5.30 per 100 pounds c.i.f. Singapore. Present supplies are from England, Norway and Sweden. Imports from the two latter countries are chiefly of a No. 2 grade. Printing paper, or news as it is called, is shown as coming from England, Austria and Norway. There is no doubt that a large portion of the shipments from England have their origin in Norway. The newspapers in the Middle East use what Canadian manufacturers would term a second-class sheet and in which they are not interested.

Soft lumber from Canada will not stand the ravages of the white ant. It is only at odd times, when special construction work is about to be undertaken, that long Douglas fir timber might find a market for temporary work.

Rubber and Its Products.—Automobile tires and rubber-soled shoes made in Canada have their full share of the market here. There are opportunities for other manufactures such as canvas rubber-soled shoes, rubber waist belts, and machinery belting. The shoes are used by the large Chinese population, the waist belts by the natives, and the machinery belting on the tin dredges in upper Malaya. In the bazaars there is a great trade in waist belts, but unfortunately no Canadian manufacturer has been able to meet the American prices.

Miscellaneous.—There is a decided market in Malaya for patent leather. At the present time the trade is almost entirely in the hands of a Boston manufacturer. The Batavia office has received repeated inquiries for prices and samples on Canadian patent leather. A market exists for portable gramophones, although the securing of a first-class distributor is difficult due to the fact that all the best importers have the representation of some competing line. There is an immediate demand for gramophone records for the native trade. The "waxes" are sent out here, where local talent is used to make the impression. These "waxes" are then sent back to the factory for the manufacture of the records.

OUTLOOK FOR 1929

The outlook for Malaya's two chief exports cannot be considered as very bright.

There is, as previously mentioned, overproduction in tin, and it is not easy to see when and where the excess can be absorbed. The price continues to drop, and 1929 will see more new dredges in operation. Rubber prices are low already, and further overproduction can only be avoided as long as the automobile market continues to expand.

The lower prices received by Malaya for her chief exports means just so much less money to spend on imports. Whereas 1928 had the benefit of good prices for the first quarter of the year, 1929 will have no such advantage. In all probability imports of all descriptions will be lower in 1929 than 1928, with machinery, hardware and estate supplies being the most affected.

TRADE AND INDUSTRIES OF THE REPUBLIC OF CHILE

E. L. McColl, Canadian Trade Commissioner

Buenos Aires, June 3, 1929.—It is firmly believed by those who are directly connected with Chilean commerce, finance and industry that the Republic is now on the road to progress and prosperity. Conditions are showing marked improvement over the past few years, which were punctuated by periods of severe depression. The renewed activity in nitrate and copper mining, the growth of manufacturing, and the building of roads and other public works, all point to important development. The more complex demands created by a higher standard of living which increased prosperity permits should furnish many opportunities for Canadian exporters to share in the enlarged import trade.

PHYSICAL AND CLIMATIC CHARACTERISTICS

Chile lies along the west coast of South America between the Andes mountains and the Pacific ocean. It is bounded on the north by Peru, on the east by Bolivia and Argentina, and to the south it stretches to the lower extremity of the continent. In shape it is a narrow ribbon about 2,700 miles long and averaging 100 miles in width. Superimposed on the map of Canada, the Republic would reach almost from coast to coast. In superficial extent Chile is larger than any European country with the exception of Russia, being about half as large again as France or Spain. Chile, extending as it does from the tropics to the Antarctic ocean, possesses a wide range of climatic conditions. The Andes, however, form a great barrier, shutting off the cold east winds which sweep over the plains of Argentina and ensuring mild winters, while the cold Antarctic current from Cape Horn tempers the heat of the northern provinces; consequently in no region of the Republic are excessively hot summers or severe winters experienced.

POPULATION

According to the latest census (1927), the population is 4,001,782. While the inhabitants are principally of Spanish descent, there has been and continues to be a fair immigration not only from Spain but Italy and Germany. The German element is very pronounced in the middle south, where there are thrifty modern towns and well-kept farms. It is estimated that there are 15,000 English and American residents.

Economically Chile is divided into four clearly defined zones: (1) the northern or nitrate zone; (2) the central agricultural and mining zone; (3) the southern industrial and agricultural zone; and (4) the extreme southern sheep-raising and forest zone.

Altogether there are more than sixty ports along the 2,700 miles of coastline, only sixteen of which are provided with harbour facilities. The majority are merely open roadsteads where discharging has to be done into lighters.

RESOURCES

Mining.—Until quite recently Chile has been regarded as almost exclusively a mining country, and comparatively little attention has been paid to the development of the agricultural and manufacturing industries. The country's chief source of wealth has been the nitrate fields of the northern provinces, from which nitrate to the value of $100,000,000 per annum has been extracted and exported and from which the Government has derived about half its revenue. In fact, heretofore the country has depended almost entirely for its prosperity on the profitable exportation of this fertilizing salt. But in addition to nitrate, copper mining is now becoming more and more important, being developed

mostly by capital from the United States. The annual production of copper in Chile has risen from 40,000 metric tons in 1912 to over 226,000 metric tons in 1927. United States investments in Chilean copper and iron mines during this period have risen from $15,000,000 to $100,000,000. Coal is mined in large quantities, while gold, silver and salt mines are exploited to a lesser degree.

Agriculture.—Recently there has been noticeable a considerable improvement in farming methods and in the type of machinery in use. Encouraging progress is being made in the rich central and southern zones where such products as cereals, fruits and vegetables are grown. Grape culture and wine making is very prominent. Many other fruits of high quality are cultivated, while wheat, barley, beans, peas, lentils, potatoes and rice are a few of the multitude of other food products produced.

Live Stock.—Cattle and sheep raising, dairying, meat packing, wool and hides are thriving industries in the middle south.

Forests.—The forests of the south are providing the Republic with sufficient lumber to fill most of the needs of the country, leaving also a surplus for export to neighbouring republics.

Manufacturing.—As far back as 1900 manufacturing in several lines had made marked progress. In 1914 it was estimated that there were 5,000 manufacturing establishments, from Arica in the north to Punta Arenas in the south, with an invested capital of $50,000,000. The present estimate is 9,000, chiefly small establishments, with a total capital investment of $135,000,000. Amongst the products made are boots, cement, glassware, canned food products, textiles, beverages, finished leathers, wine and flour. This steady development of local industries under the protection of a high tariff is having the effect of changing the imports of some products from the finished article to the raw material for its manufacture within the Republic.

FOREIGN TRADE

Prior to 1914 the bulk of Chile's foreign trade was transacted, in order of importance, with the United Kingdom, Germany and the United States. During the Great War, Great Britain and Germany ceased to be competitors in this field and the first position passed to the United States. Now Germany is vigorously endeavouring to regain her old-time position, particularly as a seller of manufactured goods, and as conditions in central Europe become more and more normal the competition from this source may be expected to stiffen.

Exports.—The value of Chilean exports for the years 1920, 1923 and 1927 were as follows:—

	1920	1923	1927
United States	$125,736,710	$ 90,119,522	$ 64,008,000
United Kingdom	59,822,515	40,279,713	72,439,000
Germany	2,673,474	8,963,314	22,236,000
France	11,543,376	8,048,647	6,716,000
Canada	240	230,066	523,000
Totals, all countries	$288,905,301	$198,278,067	$202,760,000

The principal products exported during 1927, with the percentages of each, were: nitrates, 51; copper, 26; wool, 2; and the following around 1 per cent each —oats, barley, skins, dried and fresh fruits and vegetables. Seasonal consignments of melons, cherries and other fresh fruits are now being made regularly to New York. There is a growing canning industry and the exportation of canned peaches, pears, cherries and plums is on the increase.

Imports.—Ranking third amongst South American republics, Chile with an annual importation averaging $133,000,000 provides a field for manufacturers interested in export trade which until recently has not received attention in

Canada commensurate with its importance. The commodities brought in from foreign countries in the main are manufactured, and are such as are required for the operation of important mining industries; for the general needs of a population of 4,000,000 Latin Americans; for an agricultural community cultivating 100,000 farms; for many kinds of new manufacturing industries; and for the development of a progressive country offering further mining, agricultural and industrial possibilities.

The value of imports into Chile from the United States, the United Kingdom, Germany and Canada, together with the totals from all countries for the years 1923 and 1927, were as follows:—

United States	$ 32,059,023	$ 38,217,000
United Kingdom	28,835,045	23,698,000
Germany	16,057,042	16,192,000
Canada	321,715	1,348,000
Totals from all countries	$120,198,380	$128,759,000

Imports by classes of goods were in the following percentages: Manufactured goods, 72; raw or partially manufactured goods, 11; food products and beverages, 13; and live animals, 4 per cent. The value of Canadian exports to Chile has increased from $290,678 in 1922 to $1,347,528 for the fiscal year ending March 31, 1928, and to $2,403,442 for that ending March, 1929.

The principal Canadian commodities which have been exported to Chile for the fiscal years 1921, 1924 and 1928 are as follows:—

	1921	1924	1928	1929
Aluminium and manufactures	$ 8,170	$ 535	$ 2,992	$ 10,857
Automobiles and parts	24,578	144,321	527,488	1,482,985
Chains	....	....	1,591	4,178
Brushes	5,044	82	1,378	733
Canned salmon	51,718	133,428	99,812	214,890
Canvas shoes with rubber soles	....	1,271	130,714	103,675
Cotton and manufactures of	976	420	1,346	1,806
Farm implements and machinery	30,476	30,919	151,741	122,030
Other machinery	....	....	1,142	173
Flour of wheat	....	1,830	2,550	....
Hardware and cutlery	6,655	4,084	928	881
Iron tubes, pipes and fittings	....	32,736	38,266	34,556
Steel, structural	....	....	16,215	....
Lumber	58	7,708	1,860	7,533
Musical instruments	....	....	58,919	490
Wood, manufactured	....	....	2,280	45
Writing paper, bond	22,977	4,986	3,391	3,049
Wall paper	42,812	38,393	30,476	25,703
Paper board	....	....	19,399	7,233
Whisky	....	1,120	2,329	4,385
Pneumatic tires	22,441	31,443	177,872	252,854
Totals, all products	$864,309	$621,208	$1,347,528	$2,403,442

PORT TRAFFIC

An idea of the relative importance of the principal Chilean ports is obtained from a survey of the value of merchandise handled by each of them during 1927. Imports: Valparaiso, 53 per cent; Antofagasta, 11; Talcahuano, 8; Chañaral, 5; Tocopilla, 4; Iquique, 4 per cent. Exports: Antofagasta, 22 per cent; Iquique, 21; San Antonia, 13; Tocopilla, 10; Valparaiso, 5 per cent.

FINANCES

A great improvement has taken place in the public finances of Chile during the last three years. A deficit of $26,064,204 in 1926 has been followed by a surplus of $4,584,000 in 1928. The following are the figures:—

	1926	1927	1928
Revenue	$ 90,648,138	$109,096,000	$121,152,000
Expenditure	116,712,342	108,680,000	116,568,000
Deficit	26,064,204	.....	.....
Surplus	.....	416,000	4,584,000

NATIONAL DEBT

	1927	1928
Internal	$ 18,448,000	$ 38,277,000
Foreign	259,650,000	372,094,000
	$278,098,000	$410,371,000

The par value of the Chilean peso is $0.1217. Present exchange is firm around $0.121.

ROADS AND AUTOMOBILES

It is stated that there are not more than 400 miles of good roads in Chile, but from the projects planned, which include the completion of the highway from Santiaga to Valparaiso, this mileage should soon be doubled. During 1928 some $25,000,000 were spent on roads and bridges by the Government. Present road schemes call for expenditures exceeding $15,000,000. In connection with road construction, it is interesting to note the increase in the importation of automobiles:—

Year	Number	Year	Number
1921	298	1925	858
1922	58	1926	972
1923	540	1927	1,508
1924	741	1928	5,000

RAILWAYS

There are 2,900 miles of state-owned lines with rolling stock totalling 758 locomotives, and 8,792 cars and coaches. Private lines, principally British, amount to 2,600 miles with 436 locomotives and 10,600 cars and coaches. During 1928, 1,511 millions of ton-kilometres of freight were hauled.

MARKET FOR GYPSUM PRODUCTS IN MEXICO

C. Noel Wilde, Canadian Trade Commissioner

Mexico City, June 6, 1929.—The present consumption of gypsum in Mexico is not known, but it may be said that it is not as large as either the size of the country or the density of population would suggest. The type of building construction in Mexico is such that many substitutes for gypsum can be used. At the same time, there is a fair demand for both gypsum and manufactures of gypsum.

There are very large deposits of gypsum in Mexico, and little is imported. As an illustration of the nature of these imports, the official statistics of the United States give the following figures of exports to Mexico of "gypsum or plaster, crude, ground, calcined and manufactures": 1922, $5,714; 1923, $6,187; 1924, $7,606; 1925, $4,794; 1926, $6,903.

The Mexican statistics give imports of "stucco and gypsum in powder or paste" as nil in 1925, and as valued at $373 in 1926. For "articles of gypsum or stucco," the Mexican statistics give:—

	1925	1926
From Spain	$ 4,900	$ 5,478
Other countries	7,022	6,417
	$11,922	$11,895

Of the above, the imports from Spain are not of such a nature as could be imported from Canada, consisting as they do of cheap statuary and ornaments, and similar articles. It may be taken that all imports into Mexico of such kinds

of gypsum and its products which Canada is in a position to supply come from the United States, and the total value of these does not exceed $8,000 in any given year.

The customs duty upon gypsum is as follows: in powder or paste, 3 centavos per gross kg., equal to two-thirds of a cent per pound; manufactures of gypsum, 25 centavos per legal kg., equal to 5·6 cents per pound.

To these duties there is added a surcharge of 13 per cent of the tariff, thereby increasing the figures given to that extent. There is also a consular fee charged, which is equal to 10 per cent of the invoice value of the goods.

The possibility of entering the market would depend entirely upon price delivered at points of consumption, in comparison with prices at present paid. This question is dealt with below.

Crude Gypsum.—Crude gypsum is mined in Mexico largely by hand labour, wages being about 50 cents to $1 a day; the labourers are native Indians with a low standard of living, and it is stated that the cost of crude gypsum at the quarries is equal to $1.05 Canadian currency per ton. Delivered in Mexico City, the price is from $4 to $4.50 Canadian currency per ton.

Plaster of Paris.—This highly refined gypsum is manufactured in Mexico. The present price is 66 cents a sack of 6·6 pounds (3 kg.).

Hard Wall Plasters.—This is manufactured on a substantial scale in Mexico, one of the producers being also the largest manufacturers of cement in the country. The price at which this is sold to users varies in accordance with demand, but current quotations are 27 pesos per metric ton, delivered in Mexico City; an allowance of 4 pesos per ton is made for bags when returned in good condition, which reduces the price to 23 pesos per metric ton, or $9.70, Canadian currency per short ton.

Gypsum Wallboard.—Efforts have been made in the past to introduce this product into Mexico, but without success. Samples were received and supplied to building contractors, who used them in the first place as ceilings and also as partition walls. It was then ascertained that the gypsum board for partition walls would cost 14 cents per superficial foot, laid down in Mexico City, and when erected the total cost would be 32½ cents per superficial foot. As against this, the cost of cement block walls, in place and finished, comes to 23¼ cents per square foot. Bricks (delivered but not erected) cost only 4½ cents per superficial foot of wall. For ceilings the wall board competes with plaster, and also with *manta,* which is a coarse white cotton cloth stretched between the side walls without other support; the cost of this latter is 4½ cents per square foot.

Another local substitute for gypsum wall board is found in sheets of asbestos cement, which are coming into general use for exterior roofing, and are also used for partition walls and the exterior walls of buildings where light construction is required; the price of this material in Mexico City is two pesos per square metre, equal to approximately 75 cents Canadian currency per square yard, or $83.33 per 1,000 square feet. Small quantities of inferior gypsum wall board are also made locally as a "peon industry."

Gypsum Blocks and Tiles.—These are also made locally, but there is little demand. The price at which one particular type is selling is 13½ cents per block, the dimensions being 4 to the square metre; this is equal to about 1¼ cents per square foot. The block in question is about 3 inches thick, and is hollow.

In order to ascertain the possibilities of the market, it would be necessary to calculate the cost of any particular product delivered in Mexico City or other interior point, and compare this cost with the prices above given. Such costs would be sufficiently accurate if based on the sum of the following:—C.i.f. price at Veracruz, duties as given above, port handling and customs brokerage, $2.50 a ton, interior freight $18 per ton. If the total of these items is less than the details of cost given, there would be a possibility of business, and intending exporters should communicate with the Trade Commissioner in Mexico City.

LUMBER IMPORTS INTO JAPAN

James A. Langley, Canadian Trade Commissioner

(1 koku equals 120 feet b.m.)

Kobe, Japan, June 10, 1929.—Although two months have elapsed since the duty was increased on foreign lumber imported into Japan, it is as yet a little early to estimate what effect the increase will have on foreign purchases, as the lumber now being consumed is made up largely of imports brought in before the 31st of March. It is believed, however, that no large curtailment will take place as the specifications obtainable from the Pacific Coast are such as cannot be secured from domestic sources of supply. Statistics just made available for the period January to May show that a decrease of 2,087,000 yen took place in the value brought in as compared with the corresponding period in 1928, and that for the month of May the value was 8,343,000 as compared with 9,400,000 yen for May 1927, a falling off of 1,057,000 yen. This decline is probably due to a great extent to the quiet tone generally prevailing in the domestic market, accentuated by industrial depression; also to the fact that the *nubai*, or wet season, is just at hand, during which building activities practically cease. Stocks on hand are about the average, as when the original idea of increasing the import tariff on lumber was made public importers thought the bill would not go through, and did not speculate to any great extent as to their future requirements.

DETAILS OF 1928 IMPORTS

The values of the various items that went to make up the total of wood imported into Japan during the three years ending with 1928 are as follows. The figures for 1928 are the largest since 1924, the year following the earthquake, when the value of such imports was 129,000,000 yen.

Wood	1926	1927	1928
Ebony with white streaks	$ 265,142	$ 202,280	$ 222,406
Other ebony, kwarin, tagayasan and the like	194,001	167,396	191,015
Teak	822,263	651,638	1,230,871
Cedar for pencils	102,458	106,312	179,543
Other cedar, pine, fir (not exceeding 65 mm. in thickness)	2,088,694	2,190,409	2,480,144
Other cedar, pine, fir (not exceeding 150 mm. in thickness)	8,409,008	9,196,169	9,926,812
Other cedar, pine, fir (exceeding 150 mm. in thickness)	13,876,064	14,771,248	15,382,864
Other cedar, pine, fir (logs, cants)	20,558,209	18,830,887	20,008,957
Kiri	716,589	395,846	329,337
Aspen	1,077,973	1,358,781	1,083,915
Other	781,936	928,197	1,137,981

Ebony with white streaks is imported mainly from the East Indies, and of the other woods enumerated above, teak comes from Siam; fir, hemlock, cedar and spruce from Canada and the United States; kiri from China; and aspen from Siberia.

The countries of origin for 1928 and imports of fir, cedar, hemlock and spruce only are as follows:—

	Koku	Yen
China	19,516	134,078
Kwantung Province	148	2,456
Asiatic Russia	1,518,946	10,383,573
United States	11,623,398	84,622,949
Canada	978,116	6,884,149
Other	7,246	54,343
Total	14,147,370	102,081,548

It is understood that the three largest Japanese paper mills, the Fuji, Oji and the Karafuto, are under contract to buy at least 3,000,000 koku of Saghalien lumber each year, but of this quantity the amount used in the making of pulp is placed at 1,000,000 koku, which leaves approximately 2,000,000 for disposal in the domestic lumber markets of Japan. The following table gives the amount in thousands of koku of both Pacific Coast and Saghalien lumber imported into Japan since 1922:—

	Pacific Coast	Saghalien
	Thousands of Koku	
1922	5,826	2,497
1923	6,439	6,365
1924	9,297	6,731
1925	6,320	8,603
1926	10,112	10,100
1927	11,000	13,300
1928	12,000	11,000

The following table shows by countries the value of lumber and certain lumber products—of which shooks, ties, match sticks and splints for match boxes make up about half the total export value—shipped from Japan during the years 1926, 1927 and 1928. No figures are available for quantities to the separate destinations.

Wood:—	1926	1927	1928
China	$2,244,012	$1,781,630	$3,113,979
Kwantung Province	570,548	641,674	906,516
Hong Kong	70,297	319,097	449,359
British India	1,713,777	1,300,304	1,444,281
Straits Settlements	1,464,934	589,618	429,628
Dutch Indies	428,848	578,257	553,222
Great Britain	523,833	626,503	824,884
Germany	5,556	26,422	61,846
Holland	30,884	89,966	89,323
United States	192,363	157,787	159,852
Cape Colony	147,687	151,718	157,542
Australia	825,222	959,515	818,865
Other	223,456	250,431	433,896
Total	$8,441,417	$7,472,922	$8,493,193

Box shooks form the most important lumber exports from Japan, most of which are taken by the Straits Settlements and British India. China is the principal market for match sticks and veneer for match boxes. The export trade in box shooks shows a decrease when compared with the year 1926, which accounts for the falling off in exports to British India, the Straits Settlements and China. The trade with other countries has increased.

Prices of Pacific Coast lumber imported into Japan have fluctuated less during 1928 than at any other period since 1920. The c.i.f. price of large and medium squares started off in January at approximately $29.75 per thousand feet, reached the peak of $31.75 during April, and from that time showed a gradual decline until $29.75 was reached at the end of the year. Prices were highest in April, influenced to some extent by the increased freight rate and also on account of the appreciation in the yen-dollar rate of exchange at that time. Ocean freights from the Pacific Coast were quoted at $9 in January, rose to $12 during April, and from this point the rate dropped as low as $8.50 during November, reacting to $9 before the first of the new year.

To-day's quotations on the principal items of imported lumber per 1000 feet b.m., were as follows. Prices c.i.f. main Japanese ports, shipment during June and/or July:—

Douglas fir squares, merchantable $26 50 to $28 25
(12 in. x 12 in.; 18 in. x 18 in. to 16 in. x 16 in.; 24 in. x 24 in.; 24 to 40 ft. long.)
Douglas fir logs—
No. 1, 18 in. and up $22 50
No. 1, 24 in. and up 24 25
No. 1, 30 in. and up 26 00
Length, 13 and 20 feet.

Red cedar logs—	
No. 1, 24 in. and up (Grey's)	37 00
No. 1, 24 in. and up (B.C.'s)	33 00
Length, 13 feet.	
White cedar logs, No. 1, 18 in. and up	64 00
Length, 13 feet and up.	
Hemlock cedar logs—	
No. 1, 18 in. and up (B.C.'s)	22 25
No. 1, 24 in. and up	23 75
Length, 13 to 20 feet.	

IMPORTS OF SAGHALIEN LUMBER

Shipments of lumber from Saghalien and other northern districts to Japan proper during 1928 amounted to 12,688,501 koku. This shows a decrease of 665,585 koku from 1927, due probably to the competition met with from Pacific Coast mills in hemlock and Douglas fir baby squares, especially in the smaller sizes. The importation of small sizes of baby squares is expected to decrease as the revised building laws of Tokyo and Osaka prohibit the use of 4-inch squares for permanent construction.

The following tables give the details of the quantities shipped during 1928 and 1927. These quantities were made up of Ezo pine (undressed and dressed), red pine and larch in order of their importance.

	Koku 1928	Koku 1927
East Coast of Saghalien	5,053,233	4,599,935
West Coast of Saghalien	4,506,756	4,311,005
Saghalien Bay	1,948,595	2,698,689
Siberian Maritime Province	694,276	1,039,983
Kitami, Hokkaido	340,682	556,969
Tashio, Hokkaido	144,969	137,596
Total	12,688,511	13,344,177

Shipments to Nagoya headed the list with 2,798,112 koku against 3,110,494 in 1927; 1,912,267 koku went to Osaka against 2,077,311; 1,888,366 koku to Tokyo and Yokohama against 1,851,507; and 1,658,221 koku to Shimidzu against 1,782,825; and a lesser amount was shipped through smaller Japanese ports.

The price of this lumber during 1928 ranged between 450 and 550 yen per 100 koku, or $17.10 and $22.10 per 1,000 feet c.i.f. regular ports. The price remained at the low figure from May until late in October.

The imports from Saghalien for 1929 are estimated at about the same quantity as was brought in during the past year, but the exact quantity will depend to some extent on whether or not the authorities limit shipments, a step that has been advocated for some time by several of the larger paper mills. Contracts have been made between the Japan-Russia Trading Company and the Dallas lumber people for 120,000,000 feet of kedar and 60,000,000 feet of small Saghalien logs and piles. It is understood that the price for the kedar has been fixed at 750 yen per 100 koku, or $28.75 per 1,000 feet, and for the small logs at 570 yen per 100 koku, or $21.85 per 1,000 feet, c.i.f. The lowest price for kedar (Chinese white cedar) for 1927 was 850 yen per 100 koku and the highest during 1928 was 720 yen per 100 koku.

DOMESTIC FORESTS

The forest area of Japan is estimated to be in the vicinity of 100,594,858 acres, or about 55 per cent of the total area of the country. This is divided geographically as follows:—Main Island, 33,788,377 acres; Hokkaido, 13,116,557; Saghalien, 5,994,636; Korea, 32,446,150; Formosa, 5,249,139 acres.

Almost all of the forests on the Main Island are privately owned, while those in the Hokkaido, Korea, Saghalien and Formosa are largely Government-

owned, the division of the whole between private and official control being about even. About 3,000,000 acres under the protection of the Ministry of Agriculture and Forestry are being conserved, although a change in the regulations is contemplated in order to allow a restricted cutting of timber on this land. The department is now carrying out a survey to determine what areas will be designated as protected sections and what parts of the present closed forests may be opened to this limited cutting. The investigation is to be carried out over a period of five years at a cost of 250,000 yen. Divided according to species, the domestic supply of timber consists of cryptomeria, pine, cypress and fir. Of the production of timber, it is estimated that the main island produces about 25,000,000 koku of timber annually, Hokkaido 12,000,000 koku for lumber, and 14,000,000 koku for fuel purposes. This is about all that can be produced and handled with present transportation facilities, and be within the Government's cutting regulations.

At one time the timber resources in the Saghalien district were considered to be ample for many years to come, being estimated at over 700,000,000 koku. During 1919 these forests were attacked by a pest and it is estimated that the forests on some 44,000 acres of land were totally destroyed. The Government took measures to combat the pest, but the area affected was so large that part of the timber had to be sold to private individuals, which has caused a very considerable increase in the timber cut, rising from 2,500,000 koku in 1920 to well over 12,000,000 koku in 1928.

FUTURE MARKET PROSPECTS

A recent report issued by the Tokyo authorities places the reconstruction of Tokyo and Yokohama as 90 per cent completed, but the report does not state whether this figure refers to permanent or temporary construction, and does not take into consideration the plans under consideration by the Government for a Greater Tokyo. Again no allowance is made for the annual increase in the population of this area, or for the general increase that amounts to about 800,000 annually. It is estimated by private concerns that not more than 75 per cent of the temporary construction is completed, and about 60 per cent of the permanent buildings. The permanent reconstruction of dwelling houses is just started, and will continue gradually, the exact speed depending upon the general business conditions of the country during 1929. One lumberman expresses the opinion that if the consumption of lumber in the reconstruction area is diminished, this will be offset by the consumption in outlying districts, and that Japan will continue to buy about the same quantity of foreign lumber during 1929 as was brought in during the past year. It is generally considered that the increased duty will not greatly affect the volume of lumber coming from the Pacific Coast, although an increase is anticipated in the amount of medium and large squares brought into Japan, as well as logs, as the duty principally affects baby squares, boards and flitches. The imports of softwoods from countries other than Canada and the United States are used mainly for railway ties and pulp.

At a recent meeting of the foreign lumber importers association of Japan the question of mixing "Noble fir" (larch) and "White fir" with hemlock was discussed, and it was decided to approach Canadian exporters with the idea of having them refrain from mixing these species. According to the Japanese import tariff a lower rate of duty is applied to "Abies" than that assessed on "Hemlock" (Tsuga); the logs of the former are admitted free. If these different species are mixed the customs authorities have ruled that the higher rate of duty shall apply, and the formality of passing the entry will take considerable time, due to the consideration that must be given to the matter by the authorities and the difficulties of classification.

MARKET FOR FRESH APPLES IN CHINA

W. J. Riddiford, Assistant Trade Commissioner

Shanghai, June 14, 1929.—In view of the increasing volume of fresh apples that are being imported into China, the following information has been compiled for the use of Canadian shippers. It goes without saying that the bulk of the population cannot afford to buy them, but the large number of foreigners and wealthy Chinese who like to have all fresh fruits in season makes this market and its requirements worthy of attention.

COMPETITION

The principal contributing country is the United States. Growers in the Republic have studied carefully the requirements of this market, and by shipping in strict accordance with instructions, and by being willing to accept a small profit to begin with, they have been able to firmly establish their brands in China. Early apples are for the most part imported from California, followed by later varieties from the Wenatchee and Yakima districts of Washington, and the Hood River district of Oregon.

Some apples are imported into China from Korea and Shantung, but as their season is short, crops still small, and quality inferior to American varieties, they do not offer very serious competition. Shantung apples are comparable to the early California apples, though softer and with even less flavour, while Korean apples, which are large and streaked with red, are similar in variety to those from Washington and Oregon.

Apples grown near Chefoo, and thus called Chefoo apples, are seen in small quantities on this market. In appearance and quality they are not unlike the Canadian Pippin, but they do not keep so well.

STATISTICS OF COMPETITIVE IMPORTS

The following table shows the importation of apples into China for the last four years. The amounts are shown in piculs, one picul being equal to 133⅓ pounds. Figures for 1925, 1926 and 1927 show total importation of apples into all China, while the 1928 figures show only the importations into the port of Shanghai owing to the fact that statistics for the outports for last year are not yet available.

	1925	1926	1927	1928
	Imports into China			Imports into Shanghai
	Piculs of 133⅓ lbs.			
United States	10,527	19,099	7,293	7,513
Korea	21,977	38,010	33,205	6,034
Canada	3,078	3,360	4,199	5,618

It will be noted that in 1928 both the United States and Canada sent more apples to the port of Shanghai than they did in 1927 to the whole of China. This is explained by the fact that this port receives approximately 75 per cent of the apples imported into China from North America. On the other hand, it should be stated that Korean apples are largely imported into the outports, since the Shanghai returns for 1928 are much less than the total returns for apples from that source for the previous years. This in turn is explained by the fact that Korean apples are not good keepers, and shipments are largely confined to the neighbouring North China ports for distribution throughout Manchuria.

TARIFF

The duty on fresh apples entering China is a specific one of Hk. taels 1 per picul. In other words, a duty of G$0·80 cents per 133⅓ pounds, or 60 cents Canadian currency per 100 pounds. There are no tariff preferences.

Fresh apples entering China are not subject to any restrictive regulations specifying freedom from certain diseases and insects.

PERIOD OF MARKET

Shipments from California commence about the end of August and continue on into December. Late season varieties from Washington and Oregon begin to arrive about the end of September and continue into April or May. The season for Japanese and Chinese (Chefoo) apples is very short, starting about the end of June and finishing by the first part of September.

VARIETIES

The red apple enjoys the largest sale. The early variety imported is mainly King David; the late variety red apple is the Winesap. There should be a market for the British Columbia McIntosh Reds, and efforts are being made to secure a footing in Shanghai for this variety. The green apple, which is a later shipper, is the yellow Newtown Pippin. This variety comes to China from both the United States and Canada, the Canadian apple being preferred because it is the better keeper.

GRADES AND SIZES

Apples shipped to China from California come in grades known as 3-tier and 4-tier. Those from Washington and Oregon are about 75 per cent extra fancy and 25 per cent fancy. The Canadian fancy is the equal of the best grade coming in to China.

King Davids, in Washington and Oregon early varieties, come in counts 125/163 and 175/216; Winesaps in counts 163/234; yellow Newton Pippins, 138/175; and Jonathans, 163/234. Apples are bought and sold by weight in China, and the smaller apple, providing it is of good appearance, is preferred.

AVERAGE PRICES

Investigation among the various dealers shows the following to be average prices for the different varieties and grades of apples imported into Shanghai: California apples, between G$2.25 and G$2.50 per case c.i.f. Shanghai; Washington and Oregon apples, early varieties, Jonathans and King Davids, generally run from G$2 to G$2.25 extra fancy, and 25 cents less per case for fancy. Later varieties have averaged for the past two seasons G$2 to G$2.35 per case c.i.f. Shanghai.

PACKAGES

Apples coming from Washington and Oregon come in the same type of box as is used by British Columbia shippers, viz., flat standard box, gross weight 47 pounds, and net weight 40 pounds. This is the type of packing preferred in this market.

SHIPPING ROUTES AND COLD STORAGE FACILITIES

Apples for Shanghai can be shipped every two weeks from Vancouver, Seattle and Victoria on the C.P.R. Empress Liners, or on the Dollar Line. Both companies provide excellent ventilated or cold storage facilities. Apples for North China ports should be transhipped at Kobe, Japan. Ventilated storage on coastal boats, however, is very scanty and uncertain.

The C.P.R. freight officials at Shanghai pay special attention to apple shipments, and in very few instances have apples arrived in poor condition. Immediately on arrival the shipment is turned over to the dealers. Shippers need not fear that their apples will be exposed to any adverse weather conditions or other bad handling. Temperature recorders as used by the Department of Agriculture on the Atlantic runs are also used on the C.P.R. Pacific service.

METHOD OF SALES

The business in China is generally handled on a straight sale basis. Most of the dealers will establish letters of credit if so requested. It is not advisable to ship apples to the Orient on open account or on a consignment basis. Apples are generally sold at a c.i.f. Oriental port price. Steamship officials in Canada will gladly figure out a through rail-and-ocean freight rate and indicate all necessary handling charges. There are no additional handling charges to be met at Shanghai; free storage is given to a shipment for nine days after arrival.

Standard invoices in English are all that is required; country of origin need not be shown. Packing lists and marks should be carefully prepared and recorded and agree exactly in all points with the shipping invoices.

OUTLOOK

Apples are being imported into China in greater volume every year and the business should steadily increase. This market demands a good-quality apple at as low a price as possible. Canadian prices have always been 30, 40 and 50 cents per case higher than American. If Canadian shippers will study the requirements of this market, and be prepared to forgo a bit of profit at the outset in order to get their brands established, their trade to this country should in a short time be a profitable one.

CROP CONDITIONS IN THE NETHERLANDS

J. C. Macgillivray, Canadian Trade Commissioner

Rotterdam, June 26, 1929.—According to information supplied by the Netherlands Department of Agriculture, the general condition of Dutch grain crops at the middle of June was good, although on account of the cold, dry weather which prevailed in the spring, the growth is in many cases considerably below normal.

Most of the seed crops are stated to be in only a fairly good condition. Mustard seed is fairly good and carraway seed moderate to fairly good. Winter wheat and barley are only fair.

During the first half of the month of May both the temperature and the rainfall were below normal in all parts of Holland, the average of the latter being 20 mm. as against 48 mm. in normal years. This continued into June. During the first half of that month the rainfall in the Northern Provinces was from 10 to 20 per cent below the June average, while in the middle and south-western parts it was from 10 to 40 per cent above normal, and in the province of Limburg in the extreme southeast it was fairly normal.

In Drenthe, one of the northern provinces, the rye crop is reported to be spotty, with a lot of seed which was sown not having come through the ground. In the eastern part of the province of Overyssel and also in Utrecht considerable damage has been done by the grain fly. The oat crop has suffered from the drought.

In nearly all parts of the country parasitic insects have caused considerable damage to the sugar beets and because of this the condition of the crop is only classified as being fairly good.

The clover and grass lands are still suffering from the results of the early frosts and dry weather and many of the red clover lands are full of weeds. The cold weather during the winter killed off the growth in many of the grass lands and as a result the hay crop which is now being harvested is below average.

Present indications are that the fruit crop will be good, and it is probable that the domestic production of apples will be well above normal and appreciably larger than was the case in 1928.

The following table gives the general position of crops. The figures in brackets are the averages for the past ten years. For purposes of comparison 100 represents excellent; 90, very good; 70, good; 60, fairly good; and 50, moderate.

Winter wheat	60	(68)	Flax	61	(58)
Rye	67	(68)	Potatoes	67	(68)
Winter barley	58	(67)	Sugar beets	62	(63)
Summer wheat	69	(68)	Onions	70	(62)
Summer barley	67	(67)	Red clover	48	(66)
Oats	68	(65)	White clover	50	(68)
Field beans	68	(66)	Grasslands	56	(65)
Peas	69	(66)	Hay	52	(65)
Brown beans	68	(61)			

TARIFF CHANGES AND CUSTOMS REGULATIONS

United States Duty on Linseed Oil Increased

A proclamation dated June 25, effective thirty days later, made under Section 315 of Title III of the United States Tariff Act of 1922 (flexible provision), increased the duty on linseed or flaxseed oil, raw, boiled, or oxidized (item 54), from three and three-tenths cents per pound to three and seven-tenths cents per pound. The United States Tariff Commission reported that this increase is necessary to equalize the difference in costs of production in the United States and in the principal competing country, the Netherlands.

German Grain and Flour Tariff Changes

The Canadian Trade Commissioner's office in Hamburg cables that the German tariff on wheat, rye, and oats, of 5 marks per 100 kilos to all countries has been increased as follows: Wheat, 6·50 marks to treaty countries, and 7·50 marks to non-treaty countries; rye and oats, 6 marks to treaty countries and 7 marks to non-treaty countries. The new duties came into force as from July 10. The Government have fixed a new rate on wheat flour of 14·50 marks per 100 kilos, but full information, applicable to all countries, has not been received as to the relative position of treaty and non-treaty countries in regard to flour duty. The present rate on wheat flour is 12·50 marks per 100 kilos to non-treaty countries and 11·50 marks to treaty countries. The German mark equals 23·8 cents Canadian money, and 100 kilos equals 220 pounds. There is no commercial treaty between Canada and Germany.

Spanish Restrictions on Fruit Importation

Mr. A. B. Muddiman, Trade Commissioner at Milan, calls attention to Spanish Royal Order No. 976, which appeared in *Gaceta de Madrid* of April 24, effective next day, and which prohibits the importation into Spain of fresh fruit and raw cotton originating in certain countries, with a view to the prevention of the introduction of plant diseases. The importation of all kinds of fresh fruit and of plants, grafts, seedlings, etc., of fruit-bearing trees and of the white mulberry tree from Japan, United States, Canada and New Zealand is prohibited. The importation of cotton, with the seed, from China, Japan, India, Egypt, Brazil, Mexico, and the United State is prohibited.

CUBAN CONSULAR INVOICES

With reference to the notice in last week's issue of the *Commercial Intelligence Journal*, page 33, information has been received that further revised Cuban regulations require that shipments be accompanied by five copies of a commercial invoice (English may be used) as well as six copies of the consular invoice (Spanish language compulsory). The old consular invoice forms have been radically changed. In future it will be necessary for exporters to have their names registered with the Cuban consulates before obtaining legalization of shipping documents. Further detailed information concerning the new regulations will be published in a later issue of the *Commercial Intelligence Journal.*

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JULY 8, 1929

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 8, 1929. Those for the week ending July 2, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending July 2, 1929	Week ending July 8, 1929
Austria	Schilling	.1407	$ .1425	$ .1434
Belgium	Belga	.1390	.1401	.1398
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0298	.0298
Denmark	Krone	.2680	.2687	.2682
Finland	Markka	.0252	.0254	.0253
France	Franc	.0392	.0394	.0394
Germany	Reichsmark	.2382	.2404	.2397
Britain	Pound	4.8666	4.8926	4.8885
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4051	.4045
Hungary	Pengo	.1749	.1765	.1762
Italy	Lira	.0526	.0527	.0526
Jugo-Slavia	Dinar	.1930	.0177	.0177
Norway	Krone	.2680	.2688	.2683
Portugal	Escudo	1.0805	.0450	.0453
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1451	.1461
Sweden	Krona	.2680	.2704	.2698
Switzerland	Franc	.1930	.1941	.1936
United States	Dollar	1.0000	1.0090	1.0070
Argentine Rep.	Peso (Paper)	.4244	.4240	.4230
Brazil	Milreis	.5462	.1197	.1194
Chile	Peso	.1217	.1220	.1218
Colombia	Peso	.9733	.9712	.9728
Mexico	Peso	.4985	.4801	.4806
Peru	Libra	4.8666	4.0362	4.0275
Venezuela	Bolivar	.1930	.1942	.1933
Uruguay	Peso	1.0342	.9787	.9741
Cuba	Peso	1.0000	.9997	.9993
Batavia, Java	Guilder	.4020	.4041	.4032
China	Tael	.....	.5865	.5815
India	Rupee	.3650	.3657	.3650
Japan	Yen	.4985	.4466	.4500
Siam	Baht (Tical)	.4424	.4578	.4568
Singapore, Str. Settlements	$	.5678	.5662	.5650
Jamaica	Pound	4.8666		
Barbados	$	1.0000	4.8914	4.8815
British Guiana	$			
Trinidad	$		1.01 11/64—1.02 1/4	1.01 11/64—1.02 1/4
Other British West Indies	$	1.0000	1.01 11/64—1.01 15/16	1.01 11/64—1.01 15/16
Martinique	Franc	.0392	.0394	.0393
Guadeloupe	Franc	.0392	.0394	.0393

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

623. Cheese, Hams.—A firm of produce brokers in Glasgow want a connection for Canadian bulk cheese and hams.

624. Potatoes, Hay, Corn and Oats.—A commission house in Havana, Cuba, wishes to correspond with Canadian exporters of the above-named lines.

Miscellaneous

625. Glycerine.—A commission agent in Havana desires to represent a Canadian exporter of glycerine.

626. Pharmaceutical Products.—Manufacturers' representative in Uruguay wishes to obtain agency of Canadian manufacturer of drugs and pharmaceutical products.

627. Printing Paper.—Importer in Buenos Aires wishes to obtain the exclusive representation of a Canadian manufacturer of printing paper.

628. Leather.—A commission agent in Havana, Cuba, desires representation of Canadian tanners of all kinds of shoe leathers for the Cuban market, especially calf and patent leathers.

629. Beds.—A firm of commission agents in Jamaica desire to represent Canadian exporters of beds.

630. Household Furniture.—A firm of commission agents in Jamaica would like to represent Canadian manufacturers of household furniture.

631. Wheelbarrows.—Manufacturers' representative in Uruguay wishes to obtain agency of Canadian manufacturer of wheelbarrows.

632. Hardware.—A firm of commission agents in Jamaica wish to get in touch with Canadian exporters of hardware.

633. Bolts and Nuts.—A firm of manufacturers' agents in Jamaica are anxious to get in touch with Canadian exporters of bolts and nuts.

634. Galvanized Iron Pipes.—A firm of direct importers in Jamaica wish to hear from a Canadian firm exporting galvanized iron pipes.

635. Cast Iron Pipe.—A manufacturers' representative in Mexico City is desirous of securing representation of Canadian exporters of cast iron pipe from $\frac{1}{4}$ to 3 inches in diameter.

636. Iron and Steel Products.—Uruguayan importer is interested in receiving quotations from Canadian manufacturers of iron and steel products.

637. Pumping Motor.—Large importer in Argentina wishes to receive quotations from Canadian manufacturers of pumping motors.

638. Machinery for Manufacturing Automobile Spare Parts.—A large machinery house in Argentina is anxious to secure agencies for machinery used in the manufacture of automobile spare parts as follows: (1) machines for the manufacture of valves, pistons and rings; (2) piston-pin rectifying machine; (3) machines for casting pistons on a large scale as nearly as automatic as possible; (4) special machines for cutting spiral (helicoidal, etc.) ring gear and piston teeth with the necessary adjustments and accessories for all makes of cars; (5) machines for cylinder boring and grinding (industrial type). Canadian manufacturers interested should address catalogues and c.i.f. price-lists to the Canadian Trade Commissioner, Buenos Aires.

639. Asbestos.—Importer in Argentina wishes to receive quotations f.o.b. on crude fibre asbestos. Possible business 100 tons per month. Send complete information to the Canadian Trade Commissioner, Buenos Aires.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To CHERBOURG AND SOUTHAMPTON.—Empress of Australia, July 23 and Aug. 13; Empress of Scotland, July 30; Montroyal, Aug 7—all Canadian Pacific.

From Montreal

To AVONMOUTH.—Nessian, July 24; Nubian, Aug. 17—both White Star Line; Salacia, July 27; Kastalia, Aug 7—both Anchor-Donaldson.

To BELFAST.—Lord Downshire, July 23; Carrigan Head, Aug. 7—both Head Line.

To CARDIFF AND SWANSEA.—Nessian, July 24; Nubian, Aug. 17—both White Star Line; Salacia, July 27; Kastalia, Aug. 7—both Anchor-Donaldson.

To DUBLIN.—Lord Antrim, July 24; Carrigan Head, Aug. 7—both Head Line.

To DUNDEE.—Cairnvalona, Thomson Line, July 19.

To GLASGOW.—Melita, July 20; Minnedosa, Aug. 3—both Canadian Pacific; Corinaldo, July 19 and Aug. 16; Athenia, July 26; Carmia, Aug. 2; Letitia, Aug. 9—all Anchor-Donaldson.

To HULL.—Incemore, July 16; Cairndhu, July 30; Kenmore, Aug. 9—all Furness Line.

To LIVERPOOL.—Duchess of York, July 19; Duchess of Athol, July 26; Duchess of Bedford, Aug. 2; Montrose, Aug. 9—all Canadian Pacific; Regina, July 27; Laurentic, Aug. 3; Doric, Aug. 10—all White Star Line; Antonia, July 19 and Aug. 16; Andania, Aug. 2; Letitia, Aug. 9; Aurania, Aug. 16—all Cunard Line.

To LONDON.—Beaverdale, July 19; Beaverford, July 26; Beaverhill, Aug. 2; Beaverburn, Aug. 9; Beaverbrae, Aug. 16—all Canadian Pacific; Canadian Rancher, July 15; Canadian Planter, July 25; Canadian Inventor, Aug. 3—all Canadian National; Aurania, July 19 and Aug. 16; Ausonia, July 26; Ascania, Aug. 2; Alaunia, Aug. 9—all Cunard Line; Incemore, July 16; Cairndhu, July 30; Kenmore, Aug. 9—all Furness Line.

To MANCHESTER.—Manchester Brigade, July 18; Manchester Producer, July 25; Manchester Commerce, Aug. 1; Manchester Regiment, Aug. 8—all Manchester Line.

To NEWCASTLE AND LEITH.—Cairnvalona, July 19; Cairnglen, Aug. 2; Cairnross, Aug. 9—all Thomson Line.

To SOUTHAMPTON.—Metagama, July 18 and Aug. 15; Montcalm, July 24; Montclare, Aug. 1—all Canadian Pacific; Megantic, White Star Line, Aug. 8

To ANTWERP.—Canadian Rancher, July 15; Canadian Planter, July 25; Canadian Inventor, Aug. 3; Canadian Mariner, Aug. 13—all Canadian National; Metagama, July 18; Beaverdale, July 19; Montclare, Aug. 1; Beaverhill, Aug. 2; Metagama, Aug. 15; Beaverbrae, Aug. 16—all Canadian Pacific.

To BORDEAUX AND HAVRE.—Hada County, July 21; Kent County, Aug. 5—both County Line.

To BREMEN.—Crefeld, Aug. 3—North German Lloyd.

To COPENHAGEN AND BALTIC PORTS.—Kentucky, Scandinavian-American, Line, July 15; Vegoe, J. Brock Shipping Co., Aug. 15.

To HAMBURG.—Montcalm, July 24; Beaverford, July 26; Beaverburn, Aug. 9—all Canadian Pacific; Emden, July 19; Liguria, July 26; Brant County, Aug. 2; Labelle County, Aug. 9; Elmshorn, Aug. 16—all County Line; Crefeld, Aug. 3—North German Lloyd.

To NORWEGIAN PORTS.—Foldenfjord, Norwegian-American Line, late July.

To ROTTERDAM.—Grey County, July 27; Laval County, Aug. 10—both County Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valperga, July 27; Valcerusa, Aug. 2—both Lloyd Mediterraneo Italian Service.

To SOUTH AFRICAN PORTS.—Calumet, Elder Dempster Line, July 21.

To SOUTH AMERICAN PORTS.—Canadian Pioneer, Canadian National, July 20.

To AUSTRALIAN PORTS.—Canadian Constructor, July 15; Canadian Explorer, July 30; Canadian Cruiser, Aug. 15—all Canadian National.

To NEW ZEALAND PORTS.—Canadian Challenger, Canadian National, July 25.

To BERMUDA, PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, ST. LUCIA, BARBADOS, GRENADA, TRINIDAD AND DEMERARA.—Colborne, July 27; Cornwallis, Aug. 10—both Canadian National.

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Lady Rodney, July 20 and Aug. 17; Cavelier, July 27; Lady Somers, Aug. 3; Cathcart, Aug. 10—all Canadian National.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Agnete Maersk, July 19; Spica, Aug. 2; a steamer Aug. 16—all Ocean Dominion.

To ST. JOHN'S, NFLD.—Rosalind, Furness-Red Cross Line, July 26; Cabot Tower, Newfoundland-Canada Steamships, July 30.

To Cornerbrook.—North Voyageur, July 15, July 29; New Northland, July 24, Aug 7 and Aug. 12—both Clarke SS.

To St. Pierre-Miquelon, St. John's, Grand Bank and Belleoram.—Cabot Tower, Newfoundland-Canada Traders, July 27 and Aug. 13.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, July 18; Lady Drake, Aug. 1—both Canadian National.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada Traders, July 16, Aug. 3.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday, and Saturday.

From Halifax

To Liverpool.—Newfoundland, July 16; Nova Scotia, Aug. 3—both Furness, Withy.

To St. John's, Nfld.—Newfoundland, July 16; Fort St. George, July 16, July 30 and Aug. 17; Nerissa, July 23; Aug. 6; Nova Scotia, Aug. 3—all Furness, Withy; Farnorth, Farquhar SS., July 19, July 27, Aug. 2, 10 and 16.

To St. Pierre-Miquelon.—Farnorth, July 19 and 27, Aug. 2, 10 and 16; Sambro, July 19 and Aug. 6; Fernfield, July 20, Aug. 3 and 10—all Farquhar SS.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada Traders, July 18 and Aug. 5.

To Kingston (Jamaica).—Cavelier, Canadian National, July 30.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, July 18; Colborne, Aug. 1; Cornwallis, Aug. 15—all Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cathcart, July 16 and Aug. 13; Cavelier, July 30—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, July 26; Lady Drake, Aug. 9—both Canadian National; Agnete Maersk, Ocean Dominion, July 25. (Also to Paramaribo).

To Santiago (Cuba) and Kingston (Jamaica).—Ottar, July 24; Caledonia, Aug. 7—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of Russia, July 25; Empress of Asia, Aug. 8—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hong Kong.—Tyndareus, July 16; Protesilaus, Aug. 6—both Blue Funnel.

To Yokohama, Osaka, Dairen and Shanghai.—London Maru, Osaka Shosen Kaisha, Aug. 7.

To Auckland, Wellington and Lyttleton.—Golden Cloud, Oceanic and Oriental Navigation Co., Aug. 12.

To Napier, Lyttleton, Dunedin, Nelson and Plymouth.—Wairuna, Canadian-Australasian Line, July 20.

To Honolulu, Suva, Auckland and Sydney.—Makura, Canadian-Australasian Line, July 24.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, Transatlantic SS., August.

To Liverpool, London and Rotterdam.—Loch Monar, July 18; Nebraska, July 31; Narenta (also calls at Southampton), Aug. 14—all North Pacific Coast Line.

To Manchester.—Pacific Grove, July 14; Pacific Reliance, July 28—both Furness Pacific.

To Hamburg, Bremen and Antwerp.—Los Angeles, Hamburg-American Line, July 26; Isis, French Line, Aug. 16.

To Hamburg, Bremen, Rotterdam and Antwerp.—Gassterdyk, North Pacific Coast Line, July 30.

To Havre, Dunkirk, Antwerp and Bordeaux.—Notre Dame de Fourvier, July 29; Texas, Aug. 13—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Rialto, Navigazione Libera Triestina, July 23.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—A motorship, Westfal-Larsen Line, Aug. 1.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, care of British Legation, Athens. (Territory includes Turkey.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics. *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, care of British Legation, Oslo. Territory includes Scandinavian countries and Finland. *Cable Address, Canadian.*

Panama

J. A. Strong, care of Royal Bank of Canada, Panama City. (Territory includes Venezuela and Colombia.)

Peru

G. R. Stevens, care of British Legation, Lima. (Territory includes Bolivia and Ecuador.)

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. **Deputy Minister:** F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI **Ottawa, July 20, 1929** **No. 1329**

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TRADE COMMISSIONERS ON TOUR

Mr. Poussette

Mr. H. R. Poussette will shortly commence a tour in the interests of trade with India and Ceylon. The following is his itinerary until August 3:—

St. John .. ..July 22 and 23
Sussex.. .. ..July 24
Annapolis Valley .. ..July 25
Halifax .. ..July 26 to 29
Amherst .. ..July 30
Moncton .. ..July 31
Quebec.. .. ..Aug. 2 and 3

Mr. Young

Mr. R. T. Young, Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, is about to go on tour. His itinerary for the Maritime Provinces and Quebec follows:—

Kentville, N.S. .. .. .. July 22
St. John, N.B. .. .. .. July 24-26
Moncton, N.B. .. .. .. July 27
Quebec.. .. .. July 29
Three Rivers. .. .. .. July 30
Montreal.. .. .. July 31-Aug. 15
Granby.. .. .. Aug. 16

Mr. Wilgress

Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, will tour the following centres:—

Ottawa.. .. .. July 22 to 24
Douglas. .. .. July 25
Calabogie .. .. July 26
Smiths Falls .. .. July 27
Oshawa .. .. July 29
Brantford.. .. .. July 30 and 31
Kitchener .. .. August 1
Guelph.. .. .. August 2

Mr. Ross

Mr. D. H. Ross, Trade Commissioner to Australia, will be visiting the undermentioned towns and cities as follows:—

Woodstock .. .. July 22	London .. .. July 29 and 30
Galt .. .. July 23	Chatham .. .. July 31
Guelph .. .. July 24	Windsor and Border Cities Aug. 1 to 3
Kitchener .. .. July 25 and 26	Toronto .. .. August 5 and 6
Stratford .. .. July 27	

Mr. McColl

Mr. E. L. McColl, Trade Commissioner in Argentina, will be visiting firms in Vancouver, New Westminster and Victoria from August 1 to August 12.

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association; in that of Toronto with Mr. Alex. Marshall, Canadian Manufacturers' Association; and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

ORGANIZATION PROGRESSING AT CHICAGO

Mr. Robert S. O'Meara, Canadian Trade Commissioner in Chicago, writes under date July 10 that he has now moved to permanent quarters in the Willoughby Tower Building, 8 South Michigan Avenue. The territory allotted to the new office includes the Central States and the Mississippi Valley south to New Orleans.

Manufacturers interested in the market are urged to communicate with the Trade Commissioner in any matters relating to sales arrangements in that part of the United States, for raw materials and for manufactured goods. Canadian firms who are branches of United States organizations in the territory should also feel quite at liberty to solicit the help of the Chicago office in matters affecting export from the Canadian plant.

The new organization is also prepared to render every assistance possible in the matter of branch factory establishment, and invites the co-operation of Industrial Commissions, Boards of Trade, Chambers of Commerce, Banks, Railroad Companies and similar bodies throughout the Dominion who may be able to supply data or who may desire assistance in following up prospects which have come to their notice.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Auckland Electric Power Board and the Post and Telegraph Department, Wellington. These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary (Stores Division), General Post Office, Wellington, and the Chairman, Auckland Electric Power Board, Auckland, in accordance with these specifications.

Particulars are as follow:—

Auckland Electric Power Board.—Supervisory control apparatus; automatic sub-station plant and switchgear; 6,600-volt switchgear; 22,000-volt switchgear. (Tenders close September 16.)

Post and Telegraph Department.—750 bolts, $\frac{5}{8}$ inch, galvanized, to specification. (Tenders close August 27.) 800 telephones, wall, automatic, complete with hand microtelephone but minus automatic dial; 800 telephones, table, complete with hand microtelephone and connecting cord, but minus automatic dial and bell box; or alternatively, 800 telephones, table, complete with hand microtelephone, connecting cord and bell, but minus automatic dial—all to specification. (Tenders close October 16.)

GREAT BRITAIN WILL REQUIRE CANADIAN HAY

Harrison Watson, Canadian Trade Commissioner

London, June 28, 1929.—The hay crops of England and Wales were deficient in 1927 and 1928. It is now certain that the 1929 crop will also be a short one. The prolonged period of dry and cold weather which characterized the opening months of the year foreshadowed an indifferent yield of hay. There was, however, always the chance that the advent of showery and warm conditions in May and June would save the situation, and in any case so materially improve the position that a fairly substantial, or even average, crop would materialize.

These better conditions have been experienced during the past few weeks in certain districts, but the night temperatures have remained below the average, and it is announced that the rainfall of the United Kingdom for the first six months of the year is one of the smallest on record.

That farmers and hay experts have been placed in somewhat of a quandary to express any definite opinion as to prospects will be appreciated upon perusal of the following report on the hay outlook in England and Wales issued by the Ministry of Agriculture as representing conditions on the first of June:—

> Seeds made little growth during the month and crops are backward, but towards the end of May some improvement was noticeable, and plants were looking in better condition. Growth of meadow grass is light and backward, and crops are expected to be late. Yields of seeds and meadow hay, according to present indications, will be well below average. In most areas, owing to the shortage of keep, land has been grazed rather later than usual. The acreage under both seeds and meadow hay is expected to be about the same as last year.

It is for this reason that, while keeping in constant touch with the situation, it was thought wise to postpone the despatch of any definite report on hay prospects until the fate of the crop was decided one way or the other. The four weeks which have elapsed since the last official report was issued have definitely solved the question. The weather has been sunny and warm. Indeed, practically ideal conditions have prevailed in almost every part of the country. Upon the other hand, there has been an almost total absence of rain and the nights have been chilly.

As a result, authorities estimate that it is impossible for the first cut of hay to yield more than half a crop. Moreover, while quality is fair in certain districts, the cold weather has generally deprived the hay of bottom.

There is always the chance that the intervention of a period of sufficient rain may develop quite a good second crop. Although the latter is valuable, because it consists mainly of clover, timothy, and lucerne, its total never exceeds 25 per cent of an average first crop.

It is therefore certain that the United Kingdom will have to import a considerable quantity of hay, and the position is accentuated by the circumstance that, contrary to the situation in ordinary years, practically all stocks of old hay have been used or disposed of.

It has fallen to Canadian farmers for the past two years to replace the deficiency in Britain's own hay yield. They now have an opportunity of continuing a trade which should be to their great advantage. Canadian hay has been arriving in this country in considerable quantity almost without a break for months past. Indeed, owing to the circumstances already referred to, the trade has been carried on practically without interruption ever since the summer of 1927. Consequently, almost all the leading United Kingdom importers having been in constant touch with Canadian exporters, must be generally prepared for the situation which has now definitely developed.

All the same, it seems well to issue a note of warning that no hay should be shipped to this country except in response to the definite instructions of a responsible importer. Moreover, whereas quotations have already advanced and values are likely to continue above the average, it is certain that any attempt

to hold out for excessive or abnormal prices will seriously interfere with business and reduce its volume. In illustration of this statement, it is stated that, although the market is almost bare of supplies, prices realized for Canadian hay of good quality during the past few weeks have not exceeded a range between 88s. and 97s. 6d. per ton of 2,240 pounds c.i.f. United Kingdom port. Also that several persons who have held out for higher prices have been forced to realize at a figure lower than they could have originally obtained. This is obviously the opinion of one side of the trade, and the progress of events alone can determine what course prices will actually take.

Another feature which merits the attention of Canadian shippers is the opinion which is voiced from several quarters that there has been a noticeable falling-off in the quality of Canadian hay which has been arriving recently.

Whereas in former years, when only limited quantities of Canadian hay were shipped to this country, quality was in accordance with the particular Canadian descriptions (for example, timothy and clover mixtures), offers are now mainly confined to "fair average quality" without any attempt at selection or grading. Although at a time when necessity knows no master buyers cannot be too insistent upon quality, it is quite certain that slackness and carelessness in this direction upon the part of Canadian exporters must react against their interests when the hay position in this county becomes less favourable to shippers.

Indeed, with this country experiencing three short crops in succession, it looks as if the United Kingdom will have to import an appreciable quantity of hay every year. As the logical source of these overseas supplies is Canada, it should be emphasized more than ever that it is in the best interests of the Canadian hay industry and trade to adopt a Dominion system of grading and inspection without further delay.

Although leading importers state that hay transactions with Canada have been generally satisfactory, quite a few cases have come to the notice of Trade Commissioners during the past year or two where a difference of opinion as to the quality and grade of particular consignments of hay has invariably resulted to the disadvantage of the Canadian shipper. It is certain that the drastic reduction in the latter's profits would have been avoided with the more definite understanding that follows from proper standardization.

A possibility which should give an additional fillip to the prospects for Canadian hay is the position that, in the absence of sufficient home supplies, the War Office and other Government users will probably be obliged to countenance the alternative use of Canadian hay of satisfactory quality. The immense value of this business provides an additional reason why Canadian exporters should exercise the greatest care in carrying out the instructions of their customers regarding quality and grading.

In conclusion, it seems useful to reproduce the official figures showing the quantity of hay imported into the United Kingdom during the past three years, together with the amount imported from Canada.

	Total Imports	From Canada
	(Tons of 2,240 Lbs.)	
1926	23,427	17,132
1927	43,099	37,536
1928	58,721	51,365*

The total production of hay in Great Britain, according to returns collected and published by the Ministry of Agriculture in the last three years was (in long tons): 1926, 8,121,000; 1927, 7,179,000; 1928, 7,302,000.

Although the replacement of horse by motor traffic has reduced consumption to a large extent, the quantities of hay required by England, Scotland, and Wales are still considerable.

* This figure is taken from the Canadian official Trade Report for the calendar year 1928, and is converted into long tons.

THE MARKETING OF MICA

G. B. Johnston, Canadian Trade Commissioner

Glasgow, June 7, 1929.—About 70 per cent of the world's supply of mica is obtained from Empire sources and India is, by far, the largest contributor. The two most important mica markets in the world are London and New York, and the great bulk of the material sold in these centres is marketed through brokers. Of the imports into Great Britain in 1926, valued at £398,000, over £352,000 represented slab and splittings, and only £15,000 ground mica. The demand from abroad for ground mica, even from India, where labour is cheap, is practically negligible because mica is ground in this country from workshop waste at a low price.

Mr. G. Vernon Hobson, Assistant Superintendent of the Geological Survey of India, has recently written a report, after investigations in Great Britain and America, on the utilization of mica, and the special problems relating to its marketing. While the report is written for the benfit of India, and from the point of view of the industry in that country, a summary of its principal points is submitted for the information of mica producers and shippers in Canada.

Mr. Hobson is of the opinion that while the spread in price between what the producer receives and what the consumer pays is higher than the value of the service rendered by the brokers, it would be a matter of considerable difficulty to eliminate the middleman by direct marketing. The broker serves a useful purpose as a sort of clearing house, is prepared to buy all classes of mica in almost any quantity, and carries stocks from which the consumer can receive prompt delivery—an important consideration for the average consumer who does not purchase mica far ahead of his requirements.

Mr. Hobson thinks it reasonably certain that the market for mica will steadily increase, and that the demand for splittings will increase at the expense, to some extent, of that for block mica. The Indian position is a strong one in the consuming markets, and this position is not due to any particular superiority in the Indian product, but to its more satisfactory grading and marketing.

The first essential in direct trading is the strict maintenance of delivery up to sample, for the consumer feels at a disadvantage in dealing with a far-distant producer in any dispute that may arise, and therefore prefers to deal with a local broker who will immediately adjust any difference and pass on the complaint. In the marketing of mica, it is highly important that cases should be strong enough to prevent breakage, for even if there is no actual loss of mica, it is liable to become contaminated with foreign matter which seriously reduces, particularly in the case of mica splittings, the insulating power of the material.

Mr. Hobson is also of the opinion that co-operative marketing by producers offers distinct possibilities, whilst trade propaganda to encourage the wider use of mica appears to be a logical amplification of the publicity work undertaken by the mica-plate manufacturing firms which only partially covers the field. With regard to the former, representation by local firms on behalf of the co-operating producers in the larger consuming countries appears to be the most feasible plan for reducing the present wide margin between the producers' sale price and the consumers' purchase price. In this way the producers in effect would become their own brokers, and thereby a slightly advanced price could be obtained by the producer, though it would be a fatal step to utilize such a marketing system to try to obtain prices out of proportion to production costs; and the consumer would obtain his supplies at a lower figure, this in turn tending towards an increased use of material, with consequent gain to the producer.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND NINE MONTHS ENDED JUNE, 1921, 1922, 1928 and 1929; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of June				Nine months ended June				United States Tariff Rates in force		
	1921	1922	1928	1929	1921	1922	1928	1929	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)–											
Cattle.....No.	3,059	4,839	17,916	19,314	216,017	118,569	219,179	154,015			
$	57,267	82,692	769,265	749,055	14,618,303	2,183,311	11,063,148	8,891,770	Free	30 p.c.	(a)
Horses.....No.	193	92	45	28	1,686	1,511	346	312			
$	42,265	14,207	9,040	7,375	391,040	334,098	68,840	61,464	10 p.c.	10 p.c.	(b)
Poultry.....No.	23,505	16,235	29,464	43,444	604,019	589,034	521,766	500,700			
$	20,968	14,008	18,066	27,539	675,655	582,466	480,963	477,090	1c. per lb.	1c. per lb.	3c. per lb.
Sheep.....No.	1,807	865	30	7	123,453	59,068	16,298	9,146			
$	10,232	4,116	210	170	1,106,979	331,619	157,724	105,304	Free	(c)	$2 per head
Fruits—											
Apples, green or ripe.....Brl.	52	204	287	.....	12,242	393,513	54,006	41,327			
$	318	1,024	1,834	.....	61,810	2,001,734	273,188	223,252	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....Lb.	.....	.....	.....	.....	.....	658,754	.....	.....			
$	.....	.....	.....	.....	.....	76,092	.....	.....	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....Lb.	.....	.....	50	26,902	.....	.....	1,181,853	563,040			
$	17,828	11,583	10	3,501	46,702	57,810	122,847	59,218	½c. per qt.	½c. per qt.	1½c. per lb.
Grains—											
Barley.....Bush.	.....	.....	55,223	106	298	16,629	68,696	12,473			
$	.....	.....	22,223	63	420	12,172	30,543	6,638	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....Bush.	.....	2,050	5,918	1,723	3,568	6,197	134,697	17,451			
$	.....	7,560	29,294	6,224	14,690	20,664	498,284	79,608	25c. bu. 60 lb.	2c. lb.	1½c. lb.
Buckwheat.....Bush.	13,705	1,266	110	80	240,699	99,496	65,895	63,196			
$	19,952	1,005	110	79	284,344	83,608	54,210	56,650	Free	Free	10c. per 100 lb.
Oats.....Bush.	469,366	142,013	6,109	1,670	2,693,882	1,920,711	685,802	32,540			
$	203,852	67,212	3,959	1,235	1,309,227	913,664	406,483	17,700	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, whole.....Bush.	16,502	659	1,044	.....	76,039	104,584	106,233	33,700			
$	22,515	1,631	1,936	.....	301,242	346,174	232,540	120,773	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split.....Bush.	200	.....	.....	8	4,405	14,455	2,086	9			
$	490	.....	.....	20	11,860	54,180	5,722	23	20c. bu. 60 lb.	20c. bu. 60 lb.	1½c. lb.
Rye.....Bush.	1,310	104	.....	.....	303,791	83,585	1,522	.....			
$	1,925	77	.....	.....	495,024	68,852	1,215	.....	Free	Free	15c. bu. 56 lb.
Wheat.....Bush.	552,233	1,498,824	456,053	899,012	46,730,727	13,167,301	6,724,432	7,458,407			
$	947,024	2,007,241	586,022	964,471	97,639,986	15,590,177	8,277,008	8,122,104	Free	35c. per bush.	42c. bu. 60 lb. (d)
Grain Products—											
Bran, shorts and middlings.....Cwt.	160,918	8,622	304,126	247,035	1,108,231	283,221	1,735,022	2,838,827			
$	197,315	16,454	510,426	304,713	1,672,893	296,126	2,605,165	3,951,741	(e)	(e)	(e)
Wheat flour.....Brl.	6,359	47,631	512	257	1,240,982	591,355	5,977	2,666			
$	42,192	323,270	3,840	1,580	12,100,531	3,692,511	38,785	16,143	Free	20 p.c.	1·04 p. 100 lb. (f)
Meats—											
Bacon, hams, shoulders and sides...Cwt.	66	59	2,891	1,340	2,664	1,034	34,662	21,220			
$	2,866	1,234	101,048	60,724	96,578	35,390	1,154,454	788,712	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....Cwt.	15,366	13,681	27,040	18,131	204,734	154,153	361,701	216,898			
$	196,736	176,875	463,335	336,278	2,937,357	1,726,218	4,914,867	3,541,459	Free	2c. per lb.	3c. p. lb. (g)
Mutton and lamb, fresh, chilled or frozen.....Cwt.	36	25	47	1	40,940	56,801	10,870	6,488			
$	812	709	1,180	32	1,042,130	961,077	215,966	146,901	Free	2c. per lb.	(h)

Pork, fresh, chilled or frozen	Cwt.	313	161	4,862	5,634	5,851	5,987	70,139	37,753		
	$	8,669	6,442	86,264	100,895	213,380	147,229	1,324,735	801,075	Free	2c. per lb.	½c. per lb.
Pork, dry-salted and pickled	Cwt.	600				1,222	331	6,845	621			
	$	5,956				15,751	1,917	128,977	13,165	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed	Lb.				9,853				139,029			
	$	217	16,482	1,897	3,149	478,931	716,487	66,265	46,173	2c. per lb.	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts	Cwt.	1,106	1,551	3,943	2,648	16,008	10,003	53,548	42,237			
	$	18,954	21,080	67,817	45,613	267,038	129,903	668,488	590,918	Free	25 p.c.	20 p.c.
Milk and milk products—												
Butter	Lb.	14,767	28,279	41,600	1,100	1,581,370	2,672,481	102,300	75,600			
	$	4,759	6,203	14,594	450	767,799	966,918	32,694	27,847	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cheese	Lb.	6,700	11,875	414,600	1,980,400	299,728	3,549,557	8,737,000	6,692,000			
	$	2,705	171,912	98,227	396,789	85,696	715,415	1,808,279	1,614,249	20 p.c.	23 p.c.	(j)
Cream	Gal.	202,488	248,514	392,324	334,254	765,279	1,201,912	2,257,905	1,524,079			
	$	306,218	347,987	665,656	709,334	1,187,245	1,748,051	4,193,197	3,127,669	Free	5c. gal. (k)	20c. gal. (k)
Milk, fresh	Gal.	166,787	45,529	268,363	346,804	882,017	763,896	2,540,877	2,468,210			
	$	36,243	11,277	52,489	72,257	241,576	178,208	534,872	576,469	Free	2c. gal. (k)	2½c. gal. (k)
Milk, condensed, evaporated and milk powder	Lb.	331,596	313,600	148,100	148,800	9,880,319	846,457	2,722,900	1,894,400			
	$	58,627	33,600	19,042	19,773	1,687,669	98,118	258,023	711,042	Free	2c. per lb.	1c.—3c. lb.
Seeds—												
Clover seed, alsike	Bush.	1,000	500	2,077	527	70,864	95,295	128,356	84,831			
	$	8,900	4,260	18,975	7,982	803,881	864,014	1,448,136	1,169,604	Free	Free	4c. per lb.
Clover seed, alfalfa and red	Bush.	691		100		2,812	7,201	6,258	2,844			
	$	3,690		1,200		26,241	74,201	94,165	39,744	Free	Free	4c. per lb.
Clover seed, other	Bush.	10,596		1,575	1,003	105,705	56,915	83,063	63,402			
	$	34,754		4,425	2,934	414,259	231,890	265,280	206,263	Free	Free	(l)
Flaxseed	Bush.	156,276	219,367	691,353	306,952	1,895,793	2,139,143	1,506,239	1,196,321			
	$	281,895	504,301	1,287,531	629,612	3,415,348	4,392,869	2,876,830	2,366,100	20c. bu. 56 lb.	30c. bu. 56 lb.	40c. bu. 56 lb.
Grass seed	Bush.	426	420	14,633	6,123	89,427	66,491	89,097	80,886			
	$	4,846	1,936	19,799	13,026	193,938	271,935	135,680	186,590	Free	Free	2c. per lb.
Vegetables—												
Potatoes	Bush.	26,709	86,662	7,334	123,424	2,240,997	1,691,337	3,861,753	2,014,960			
	$	10,021	42,698	3,849	45,765	1,626,649	1,101,544	3,126,897	876,389	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar beets	Ton					11,502	10,481	53,225	40,646			
	$					103,175	63,151	323,683	245,521	5 p.c.	5 p.c.	80c. ton 2,240 lb
Turnips	Bush.			640	167	1,649,293	1,575,880	2,496,823	2,641,780			
	$			109	87	396,973	429,676	660,373	573,567	15 p.c.	15 p.c.	12c. per 100 lb.
Miscellaneous Products—												
Eggs	Doz.	6,850	14,927	129	218	157,172	132,576	19,201	4,883			
	$	1,934	4,467	45	65	94,793	59,765	6,856	1,856	Free	Free	8c. per doz.
Hay	Ton	5,390	104	6,979	1,790	65,993	1,593	65,406	27,161			
	$	93,636	1,634	54,494	16,826	1,398,289	34,385	504,437	274,914	$2 ton 2,240 lb.	$2 ton 2,240 lb.	$4 ton 2,240 lb.
Maple sugar	Lb.	8,732	1,108,670	336,798	1,916,162	1,246,040	2,864,486	4,949,990	9,793,956			
	$	1,124	125,332	56,035	372,200	289,991	281,115	789,584	1,816,387	3c. per lb.	3c. per lb.	4c. per lb.
Tallow	Cwt.	1,246	1	40	318	12,201	11,801	26,437	22,736			
	$	7,540	7	251	1,926	78,762	64,424	216,112	193,157	Free	Free	½c. per lb.
Wool	Lb.	17,096	867,162	853,337	132,480	6,205,212	1,232,296	4,855,854	3,484,365			
	$	2,326	223,363	312,541	42,125	1,534,129	280,880	1,608,710	1,304,484	Free	(m)	(m)
Total value of above commodities	$	2,677,571	4,253,879	5,287,038	4,943,867	150,128,284	42,220,038	51,674,225	43,429,733			

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than $150 each, $30 per head; more than $150 each, 20 per cent; (c) Sheep, one year old or over, $2 per head; less than one year old, $1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Prior to April 5, 1926, 8c. per lb. (j) Cheese, 5c. per lb. but not less than 25 per cent. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See **Commercial Intelligence Journal** No. 974, Sept. 30, 1922, pages 516-7.

ADVERTISING IN NEW ZEALAND

C. M. Croft, Canadian Trade Commissioner

Auckland, N.Z., June 11, 1929.—Reports have been published from time to time in the *Commercial Intelligence Journal* (the last one being in No. 1277; July 21, 1928) with regard to the advertising of Canadian goods in New Zealand. These reports have been intended to urge on Canadian manufacturers the advisability of advertising their goods through one or other of the media available, but the results have not been very extensive. The advertising media were discussed in the *Commercial Intelligence Journal* mentioned above, and as there has been little change in conditions here, further details seem unnecessary. Briefly, of the various methods of advertising in New Zealand, newspaper and magazine advertising is probably the most desirable. The average New Zealander may be classed as the world's greatest newspaper reader, and as such looks through the advertisements almost as carefully as through the news items.

It is regrettable to find so few advertisements of Canadian goods in newspapers, magazines, and in other media. There are certain commodities which receive a certain amount of publicity, but generally the sale of Canadian goods is not being pushed as energetically as it might be. Furthermore, the identity of Canadian goods is often lost by omitting to stress the point that the articles advertised are Canadian-made and are therefore British, and this is one that should be strongly emphasized.

Canadian trade with New Zealand has been growing very satisfactorily, indicating at once that the quality and prices of a great many commodities are suitable for this market. It is felt that a considerable increase in sales here would result if Canadian manufacturers would not be content with selling the goods to the importer but would undertake to place the merits of their commodities forcibly before the consuming public.

The present would seem to be a favourable time for a well-directed advertising campaign. It must be admitted that New Zealand has been passing through a period of unemployment, but at the same time the balance of exports over imports for the twelve months ended March was over £12,000,000. Banking figures for the first quarter show an excess of deposits over advances of nearly £9,000,000. Statistics reveal that savings bank deposits in New Zealand amount to £38 7s. 11d. per capita, exceeded only by Czechoslovakia.

It is thus obvious that there is money available in New Zealand, and Canadian exporters should take active steps to firmly establish their goods in this Dominion.

RADIO IN JAMAICA

F. W. Fraser, Canadian Trade Commissioner

Kingston, July 2, 1929.—The slow development of the radio market in Jamaica is attributed to atmospheric disturbance and the poor reception resulting therefrom during the greater part of the year. With the increased knowledge of methods of overcoming this obstacle, much better results are now being obtained, and there appears to be no doubt that the next few years will see a much larger number of receiving sets being placed on the market than heretofore.

Reception in Jamaica on the medium wave band—i.e., from 200 to 600 metres—is satisfactory during only three months of the year, November, December and January. Reception on the short wave band, 20 to 100 metres, is on the whole satisfactory during the other nine months, but results are poor during

November, December and January, when there is a great deal of fading. The ideal set then for this market is the long wave set with converter attachment. With this set good reception may be expected during November, December and January on the long wave, and by means of the converter attachment, on the short wave during the rest of the year.

Due to the lower cost there are more short wave four-tube sets in use than any other. These average in price around £24 retail complete without batteries for the Console models, and around £18 for the table models. With the introduction of the converter, ensuring as it does good reception throughout the year, a greater number of eight-tube long-wave sets are being sold. These sets sell retail for about £31 complete and are largely of the batteryless type.

It is stated by dealers here that most excellent results are being obtained with the new sets equipped with screen grid tubes, which are supposed to eliminate fading, increase the volume, and give increased selectivity. A number of these have been built locally with remarkably good results.

American sets dominate the market, very few Canadian or English sets being seen. The makes enjoying the largest sale appear to be the Crossley and Atwater Kent.

The importation of radio apparatus into Jamaica in 1928 amounted to £2,409 in value. While this is small, local dealers state that considerable impetus has been given to the business during the past six months, greater interest is being shown by the public, and the possibilities of a largely increased trade for the future are good. The Government electrical inspector reports that 238 licenses to use wireless receiving sets have been issued to date, of which 45 for various reasons have not been renewed, leaving 193 licensed sets in operation.

Import duties on wireless sets amount to 20 per cent ad valorem under the general tariff, and to 15 per cent under the British preferential tariff.

FOREIGN TRADE OF INDIA DURING APRIL, 1929

Richard Grew, Canadian Trade Commissioner

(Note.—Values have been reduced to Canadian currency at par value of exchange, 1 rupee equalling 36 cents).

Calcutta, June 7, 1929.—In reviewing the trade of India for the month of April, 1929, it is noted that the total value of imports registered a considerable increase, the amount being almost $90,000,000 as compared to practically $80,000,000 for the preceding month. There was also an increase shown in the value of re-exports, the total value amounting to $2,627,000 which is an increase of almost $650,000 over March, 1929. On the other hand, exports of Indian produce and manufactures declined by $14,364,000 from $112,000,000 to $98,000,000.

A considerable falling off is recorded in the value of treasure on private account, including Treasury notes. During April the value of this importation amounted to $9,645,000 as compared to $14,976,000 in the previous month, and $13,284,000 for the corresponding month of the previous year.

The visible favourable balance of trade for this country was $3,672,000 during the month under review as compared to $20,484,000 in March, 1929.

IMPORTS

A distinct gain in the value of food, drink and tobacco imported into India is recorded. This increase amounted to $6,264,000; the total importation was valued at $15,120,000. There was also an increased importation of manufactured

articles, the increase being valued at $4,060,000, and the total importation at $63,648,000. The importation of raw materials fell by $2,160,000 to $8,208,000.

During the period under review, 92,000 tons of Australian wheat valued at $4,608,000 were imported into India. This item is the principal factor in the increased importation under the heading "Food, Drink and Tobacco" as no wheat was imported into this country during the corresponding month of the previous year. Sugar was another important product that showed a substantial gain. In quantity, the increase was from 39,500 tons to 60,300 tons and in value from $2,844,000 to $3,996,000. There was also an increase in beet-sugar of 19,800 tons, valued at $1,368,000. The largest single item under raw materials that registered a decrease was kerosine oil, the quantity dropping from 18,500,000 gallons to 6,000,000 gallons and the value from $3,744,000 to $1,260,000. Raw cotton also fell considerably. The decline in quantity amounted to 3,700 tons, ($1,440,000). To offset these decreases, gains were made in batching oils, the quantity rising by 3,000,000 gallons and the value by $576,000, and raw wool, which rose by 2,000,000 pounds in quantity and $504,000 in value.

Under the heading of "Manufactured Goods," the most notable increase was in cotton manufactures, the value advancing from $20,628,000 to $24,228,000. The increase in quantity of cotton yarn was from 2,000,000 pounds to 5,000,000 pounds, and in value from $1,080,000 to $2,520,000. The importation of cotton piece-goods showed a total yardage of 215,000,000 valued at $20,772,000, as compared to 188,000,000 yards with a value of $18,648,000 for the corresponding month of the previous year. There was a general rise in all kinds of piece-goods, grey goods rising by 20,000,000 yards valued at $1,476,000, coloured goods by 6,000,000 yards and $216,000 in value, and white goods by 300,000 yards valued at $396,000.

Increases were recorded in motor vehicles. There were 1,908 motor cars valued at $1,548,000 imported into India during last April, while 1,395 motor cars valued at $1,152,000 were brought in during the same month of last year. The number of motor trucks of all descriptions advanced from 1,033 to 1,876, and the value from $612,000 to $1,044,000 during the same period. Increases were also noted under prime movers ($360,000), jute machinery ($324,000), and paper and pasteboard ($252,000). Aniline dyes registered a decline from 1,700,000 pounds valued at $828,000 to 800,000 pounds valued at $342,000. There was also a decrease in piece-goods of cotton and artificial silk amounting to 1,500,000 yards valued at $576,000. The total importation for last April was 4,900,000 yards with a value of $1,080,000.

EXPORTS

An increase of $1,908,000 was recorded in the exportation of food, drink and tobacco during the month of April, 1929, as compared with April, 1928. This was principally due to increased shipments of rice and tea, but this was partially offset by smaller shipments of coffee and barley. The quantity of rice exported advanced from 204,000 tons to 267,000 tons, the value rising from $10,476,000 to $13,248,000 during the period under review. Exports of tea made a gain of 2,000,000 pounds in quantity and $648,000 in value. There was also an increase in the exports of spices, pepper showing the greatest gain, the total value increasing by $432,000. Coffee and barley showed value decreases of $576,000 and $756,000 respectively during this period. The increase in raw materials and produce exported during this period amounted to $5,796,000, the total value for this item being $53,424,000. Raw cotton was the largest single item sharing in the above increase. The total exportation of raw cotton amounted to 69,000 tons valued at $24,264,000, as compared to 57,800 tons valued at $20,772,000 during April, 1928, an increase of 11,200 tons with a value of $3,492,000. The distribution of the exported cotton was as follows (in tons):—Japan, 20,900; China, 13,900; Italy, 8,000; Germany, 5,000; Belgium, 5,000; France, 5,000; United Kingdom, 4,800; other countries, 6,400.

Exports of raw jute rose from 42,100 tons to 50,500 tons in quantity, the corresponding increase in value being from $5,148,000 to $6,840,000. Important decreases occurred in oilseeds which showed a decline of $1,116,000, of which rapeseed accounted for $540,000, groundnuts $396,000 (accompanied, in this case, by a slight increase in quantity), and cotton-seed for $180,000. The value of manufactured goods exported during this period amounted to $25,200,000—an increase of $1,080,000, of which the principal items were pig-iron and cotton manufactures. Japan took 34,000 tons more pig-iron during this period, the total quantity amounting to 66,000 tons, valued at $1,044,000. The increase in the value of exports of cotton goods was $432,000.

There was a decrease of 4,000,000 jute bags exported during April, the total number being 34,000,000 bags. The total value was $5,580,000, which is a decrease of $648,000. During April, 1929, the number of yards of gunny cloth exported amounted to 118,000,000, with a value of $8,496,000, as compared to 117,000,000 yards valued at $8,352,000 for the preceding April. Exports of raw hides and skins declined by $540,000, and tanned, or dressed, hides decreased by 100 tons in quantity and $252,000 in value, while tanned skins also showed a decrease in quantity and of $324,000 in value.

MARKET FOR FOOD SPECIALTIES IN BRAZIL

A. S. Bleakney, Canadian Trade Commissioner

[Note.—Values are expressed in Canadian currency.]

Rio de Janeiro, June 18, 1929.—American and Canadian type food specialties are novelties in Brazil and make a strong appeal. Very few food specialties are manufactured in this country, and due to the tropical climate, there is a distinct need of variety in food to stimulate the appetite. The sale is not, however, large because owing to high duties the price is high and the per capita purchasing power is low, about 10 per cent that of Canada. These imported foods are almost exclusively bought by foreigners and wealthy Brazilians.

The principal foreign food articles sold are the following:—

ROLLED OATS

Rolled oats in packages sell very well, indeed this is one of the most saleable food specialties in this market. A few months ago 3-Minutes oats were introduced and their sale is gaining ground every day. The prices for resellers are: Quaker oats, 32 cents each tin; 3-Minutes oats, 32 cents each cardboard box and 38 cents each tin. The retail prices are: Quaker oats, 36 cents each tin; 3-Minutes oats, cardboard box, 42 cents and 48 cents per tin. Weight: each tin of Quaker oats contains 1 pound 10 ounces net. The 3-Minutes oats box and tin contain the same quantity. Both are packed in cases of 36 tins or boxes and are American products. The Quaker oats tins are lithographed in bright red letters in Portuguese and English giving directions for use. The 3-Minutes oats tins are also lithographed in white, blue and red, with a big red-coloured 3 in the label centre. Directions for use are given in English, Spanish, French and German.

GRAPE NUTS

Grape nuts at present have a small sale, as they are not yet well known to Brazilians and are bought only by foreigners. Price for resellers is 48 cents each tin containing 13 ounces net. Each case contains 24 tins. The retail price is 72 cents per tin. Grape nuts tins are lithographed in yellow and black letters. Directions for use are in Spanish, English, French, German and Portuguese.

CORN FLAKES

Corn flakes have a small sale, as even the foreigners do not consume them in a considerable quantity. Fresh cream costs 48 cents per pint and is difficult to obtain, and this restricts sales. For corn flakes the wholesale price is 36 cents per box of 8 ounces; retail price, 48 cents. Corn flakes as sold here are manufactured by the Kellogg Company of Toronto and the United States, and are packed in cardboard boxes wrapped in waxed paper, showing a white label with blue letters. This cardboard package is not really suitable for export as it becomes damaged quickly and soils, giving the impression that the merchandise has been in stock for a long time.

CANNED SALMON

Canned salmon has a limited market owing to high duties and the fact that fresh fish is relatively cheaper. Pinks are chiefly in demand. A well-known mark of salmon is imported from England, packed by G. E. Morton. Tins have the usual type of paper label in English. The tins are of 1 pound and ½ pound each. Wholesale prices are: larger size, $6.48 per dozen tins; smaller size, $3.60 per dozen. Retail prices are: 1-pound tin, 72 cents; ½-pound tin, 42 cents. The Libby Company of the United States put up a salmon in tins of 1-pound at more or less the same price as Morton's products. Morton's canned shrimps are also on sale. The wholesale price for ½-pound tins is $7.20 a dozen; the retail price, 90 cents a tin.

SARDINES

Sardines are the most popular canned fish in this market. They come from France, Portugal and Norway, but the French and Portuguese are preferred, the French for its preparation and the Portuguese for its large size. French sardines are packed chiefly by the well-known factory of Felippe Canaud & Co., and the Portuguese by Brandao Gomes & Co. The tins are square and lithographed on the sides in the language of the country of origin. The sizes are: French and Portuguese sardines, tins of 1-lb. and ½-lb. net; Norwegian sardines of ¼-lb. The 1-lb. tins of French and Portuguese sardines contain more or less 24 sardines each and the ½-lb. tins 12. Norwegian sardine tins contain more or less half a dozen, but the fish are of very small size. Sardines have to be packed in olive oil; other kinds of oil are not favourably received.

Wholesale prices are: French sardines, ½-lb. tin, 34 cents; 1-lb. tin, 56 cents. Portuguese sardines, ½-lb. tin, 23 cents; 1-lb. tin, 43 cents. Norwegian sardines, ¼-lb. tin, 12 cents. Retail prices are: French sardines, 42 cents a ½-lb. tin; 72 cents a 1-lb. tin. Portuguese sardines, ½-lb. tin, 36 cents; 1-lb. tin, 54 cents; Norwegian sardines, 22 cents a ¼-lb. tin. A full report on the market for sardines appeared in the *Commercial Intelligence Journal* No. 1160 (April 24, 1926).

POWDERED MILK

Powdered milk is in fair demand. The best-known brands are "Dryco" of the Dry Co. of the United States; "Klim", manufactured by the Canadian Milk Products Co.; and "Latogeno", a Nestle's product. Wholesale prices are: "Dryco", $6.84 per dozen tins of 1-lb. net; "Klim", $10.80 a dozen tins of 1 lb. net; "Latogeno", $6 per dozen of 1-lb. net. Retail prices are: "Dryco", 72 cents a tin; "Klim", $1.08; "Latogeno", 66 cents. "Dryco" is packed 6 dozen to the case; "Klim", 1 dozen; and the "Latogeno", 12 dozen.

"Dryco" milk powder is packed in lithographed tins in light blue with black letters. The tins give directions (in Portuguese) for use, and schedules of quantities to be given to children of the various ages. "Latogeno" is

similar to the "Dryco" in packing, but the tins are yellow. "Klim" is packed in lithographed round tins. Directions for use are in English, French, German and Spanish, but those about quantity and number of refections are not given. Details of this kind are very much appreciated here.

CONDENSED MILK

The condensed milk business is entirely in the hands of the Nestle and Anglo-Swiss Condensed Milk Co., as they have a factory established in Araras, State of São Paulo. The wholesale price is 24 cents per 1-lb. net tin; retail price, 30 cents.

Condensed milk is bought on a large scale by ship chandlers and for children's food. The fresh milk is very poor in cream content and its price high. The cheaper fresh milk sold in the street by tank trucks costs 10 cents a litre; but in some months of the year this price reaches 14 cents and more. Fresh cream is also dear. These prices contribute to the popularity of condensed milk.

MALTED MILK

Malted milk has a fair movement. Many local cafés have recently installed ice cream fountains and the use of malted milk has been introduced with success. The best known is Horlick's in bottles of 1-lb. net, packed in a cardboard wrapper and covered by a yellow label made up in Portuguese. The bottle also bears a label in Portuguese. The wholesale price is $7 a dozen; retail price, $1.20 each bottle.

CANNED FRUITS

Canned fruits enjoy a good sale. They are much appreciated by wealthy Brazilians as well as by the foreign population. The domestic production of pears and peaches is not large, and for this reason the canned product cannot be sold much cheaper than the imported, notwithstanding the heavy duties prevailing. On the other hand, the quality of the domestic pears and peaches is not as good as the imported and they are of a smaller size. Libby's are the best-known canned fruits, but the Pratt Low, known here as "Santa Clara", are sold also on a fair scale. Cherries, pears and peaches are the fruits sold. Each tin contains 1-lb. 14-oz. net. Wholesale prices are: peaches, $10.08 a dozen tins; pears, $10.80 a dozen; cherries, $12.60 a dozen. Retail prices are: peaches, $1.08 a tin; pears, $1.20; cherries, $1.32.

The whole tin is covered by a paper label made up in English, showing the picture of the fruit.

JAMS AND JELLIES

Imported jams and jellies have a small sale in this market, as they cannot compete with domestic products. In Brazil there are a great number of native fruits suitable for jellies, which are appreciated by foreigners no less than by Brazilians. As the production of these fruits is large, jellies are low in price. Under such circumstances, the sale of imported jellies is very restricted. The jams are imported from England, manufactured by the Blackwell Company; the most saleable are apricot and strawberry. Wholesale prices are: $6.96 a dozen 1-lb. net jars; retail price, 72 cents a jar. Each case contains 48 jars.

CHEESE

Imported cheese is considered as a luxury. The cheese which has the biggest sale and is very popular is the locally manufactured cheese called "Minas", which retails at about 36 cents a kilo of 2·2 pounds. Cheese is imported from Switzerland and Holland, but only the special qualities, as the others cannot compete with domestic cheese owing to the high duties. The

Holland cheese, known here as "Rheno," is sold at $3.60 each cheese of 2 kilos. Duties work out at 96 cents each cheese. The national "Palmyra", similar to the Holland cheese, is sold at $1.80 per loaf of 2 kilos or 4·4 pounds. The American Kraft sells on a small scale. The wholesale price is 45 cents and the retail 54 cents. Swiss "Gruyère" cheese is sold at $3 up to $3.60 a kilo.

SALT, CEREBOS

The English salt "Cerebos" enjoys a good sale. It is available in bottles of 2-lbs. and tins of 1½ and 3-lbs. The wholesale prices are respectively $4.80 a dozen bottles, and $3.60 and $6 a dozen tins. Retail prices are 54 cents, 36 cents and 72 cents per unit. The most saleable package is, however, the small salt-cellar, for which wholesale and retail prices are respectively $1.92 per dozen and 30 cents each.

BAKING POWDER

There is a fairly large consumption of baking powder. The best known is the "Royal". There is also another brand on the market of German manufacture, but the sale is quite limited. The "Royal" is packed in plain tins with the usual label showing directions for use in English and Portuguese. Wholesale prices are $1.92 per dozen tins of 4 ounces and $3.60 per dozen tins of 8 ounces each. Retail prices are 54 cents for 8-ounce tins and 30 cents for 4-ounce tins. Each case contains 12 or 6 dozens of 4-ounce tins or 6 dozens of 8-ounce.

FOREIGN CANDIES AND CHOCOLATE

The market for foreign candies and chocolates is very small, as only two or three houses import them and they are usually stale. Duties are prohibitive and the local manufacture is very well developed.

GRAPE JUICE

Grape juice has found a good market in Brazil, especially in the summer, when its consumption increases very much. Among brands available those best known are "Welch's" and "March's". They are sold in bottles of ¼-, ½- and 1-litre. Wholesale prices are $10.20 for a case with 3 dozen of ¼-litre and $10.08 for a case with 2 dozen of ½-litre bottles. Retail prices are 42 cents and 72 cents for ¼- and ½-litre bottles respectively. Grape juice is sold in the usual bottles with labels in English and Portuguese. It is manufactured in Brazil.

OTHER KINDS OF IMPORTED FOOD

There are a large number of imported specialties which have a fair movement here, such as canned asparagus, bottled gherkins, select onions, currie powder, mustard, white pepper, mangoe chutney, extract of beef, mixed pickles, tomato ketchup, and Lea & Perrin's sauce.

Asparagus, considered a luxury, is much appreciated, the best seller being Libby's, in tins of 1-lb. and 1-lb. 15-oz. Wholesale prices are 78 cents and $1.08 respectively. Retail prices are $1 and $1.44. The tins are plain with paper labels in English. German and French asparagus are also on sale.

Gherkins are sold in bottles of 9½-oz. net at 96 cents retail; select onions in bottles of 9-oz. at $1; currie powder manufactured by G. E. Morton in bottles containing ½-pt. at $1 and 4-oz. at 78 cents; mustard, ¼-lb. bottle, 48 cents; white pepper, 3½-oz. at 48 cents; mangoe chutney, 5-oz. at 96 cents; extract of beef, 2-oz. at 96 cents; French mustard, large size bottles, 54 cents, smaller ones, 36 cents; mixed pickles, 20-oz. net, $1.44; Lea & Perrin's sauce (known here as "English" sauce) in bottles of 5-oz. at 90 cents.

DUTIES

The duties on food specialties are high, and are one of the factors restricting sales, even though in most cases there is no local competition. In some instances the good quality of imported food products compensates for the difference in price; but the main reason for restricted sales is low per capita purchasing power in Brazil. Duties per pound work out at: Quaker oats, corn flakes and grape nuts, 7½ cents; canned salmon, 24 cents; sardines, 12 cents; powdered milk, 10 cents; condensed milk, 10 cents; canned fruits, 22 cents; jams and jellies, 22 cents; cheese, 24 cents; salt, 7 cents; baking powder, 7 cents.

LABELS

It is important that the labels of these products be made up in Portuguese, especially in the case of cereals or other merchandise which requires directions for use. The latter should at least be in Spanish, if it is impossible to obtain a correct Portuguese translation.

CLIMATIC CONDITIONS

The climate in Brazil is very hot and humid for six months of the year, November to April, and the other six months are like the Canadian summer. Usually tin packing is required to withstand heat and humidity.

ADVERTISING

To introduce any new brand of specialty into Brazil an active advertising campaign is required, especially if it is necessary to compete against any American brand or a Nestlé product already introduced and advertised. The Nestlé Company expend a very large sum in propaganda, and the proprietors of Quaker oats do a lot of advertising and also distribute receipt books, etc. The same method is followed by the "Royal" baking powder owners. It is impossible to do any business in this line without very good and attractive advertising.

METHOD OF SALE

The retail firms usually do not import specialties for their own account. Exporters are generally represented by a commission agent through whom the retailers buy according to need. Small trial orders are as a rule made on a consignment basis of one or two months. The subsequent firm orders are usually at thirty days sight. The agents generally carry small stocks on consignment.

THE LANGUAGE QUESTION IN SOUTH AMERICAN COUNTRIES

Catalogues, price lists and advertising matter for Argentina, Chile, Paraguay and Uruguay should be in Spanish. The manager of a British-owned house may speak English, but in general the heads of departments will only know Spanish and in a few exceptions French. In many cases it is a waste of money to send catalogues in English to Latin American firms because even when they come in front of some one who understands the language, that person does not have the time to translate the information for his assistants and subordinates. The fact that a house is English-speaking or has an English name does not necessarily imply that the language used by the staff is English. The two largest departmental stores in Buenos Aires are branches of a London firm. Amongst the many thousands of employees there are very few Englishmen and only three hold high executive positions. An order for merchandise was recently sent by one of these stores to a Canadian manufacturer with an explanatory letter, all of which was in Spanish. It would be a great advantage

if such letters were replied to in Spanish. The Canadian Trade Commissioner in calling upon British firms on behalf of Canadian exporters, finds, in the majority of cases, that when a manager brings in the departmental specialist, that specialist will only speak Spanish. The conversation has to be carried on in his language, and therefore the Canadian firm suffers a great handicap in not having a catalogue in Spanish which can be left behind when the visit has terminated as details given verbally are quickly forgotten.

COMMERCIAL TRAVELLERS' SAMPLES

Commercial travellers visiting any country of South America should call upon a number of importers with catalogues and prices before attempting to clear samples. The assistance and advice of a local merchant in this matter cannot be overestimated.

THE REPUBLIC OF ARGENTINA

E. L. McColl, Canadian Trade Commissioner

Buenos Aires, June 3, 1929.—The steady expansion of Argentine resources, prosperity and commerce is indicative of the continued development to be found on every side throughout the greater part of South America. The population which stood at 5,822,000 in 1905 was estimated at 10,647,000 for 1927.

Argentina is primarily an agricultural and pastoral country. In order of importance the main branches of these two fundamental industries are cereals, cattle and sheep, meat, hides, dairy products, sugar cane, and cotton. Quebracho extract, a forestal product, is an important article of export.

AGRICULTURE

Land under cultivation is estimated at 60,000,000 acres compared with 36,500,000 acres in 1907. The area sown to wheat in 1928 (which produced 7,500,000 metric tons) was 21,145,000 acres, while 2,100,000 tons of linseed were harvested from 7,380,000 acres. Other agricultural products are maize, alfalfa, rice, potatoes, tobacco, and all temperate-climate vegetables and fruits; amongst the latter the grape is the most important.

LIVE STOCK

The number of cattle, horses, sheep, pigs, mules and asses in the Republic is reckoned at 90,000,000. They thrive unprotected by any cover on the 15,000,000 acres sown to alfalfa. This species of clover, or lucerne as it is called in Europe, yields five or six crops a year and as fodder is a great source of wealth to the country.

Cattle.—From the latest census (December 31, 1922) it is estimated that there were 37,065,000 head of cattle. Forty years ago, when there were probably 22,000,000 head, more animals were slaughtered for their hides and tallow than for their meat as there was no foreign market available for the latter product except in the form of jerked or sun-dried beef. Previous to 1890 a few trial shipments of frozen meat had been made to Europe, and from 1895 this trade had passed the experimental stage. The coming of the modern packing plant has raised the herds within reach of Buenos Aires from native "criollo" stock, bred for hides and jerked beef, to the standard first-class animal which to-day supplies the meat shipped to Great Britain and Europe. In the 1922 census 96 per cent of the 14,500,000 cattle of the province of Buenos Aires was shown

as cross-breds, mostly beef cattle, and 3 per cent, or 435,000, as pure breds. The Argentine Herd Book gives the following registrations of pure-blood stock:—

Breed	Males	Females	Total
Shorthorn	131,998	131,472	263,470
Hereford	24,242	26,030	50,272
Aberdeen Angus	15,938	15,677	31,615
Argentine Holland	820	1,350	2,170
Flemish	469	901	1,370
Norman	592	723	1,315
Red polled	523	551	1,074
Lincolnshire Red shorthorn	264	266	530
Jersey	235	302	537
Others	448	562	1,010
Totals	175,529	177,834	353,363

Sheep.—The estimated number of sheep in the republic is 36,209,000. The Rural Society Flock Book gives the number of pedigree animals of the principal breeds as follows: Lincoln, 30,550; Romney Marsh, 7,465; Argentine Merino, 7,076; Australian Merino, 2,258; Oxford Down, 2,023; Hampshire, 1,586.

Pigs and Goats.—It is calculated that there are 1,436,600 pigs, the Berkshire breed predominating, while goats number 4,819,000.

Horses, Asses and Mules.—The number of these animals recorded in the census of 1921 was: horses, 9,432,000; asses, 289,000; mules, 623,000.

PETROLEUM

The production of petroleum in 1927 was 1,350,000 cubic metres. and in 1928, 1,402,000 cubic metres.

MANUFACTURING

Manufacturing is based primarily on the natural products of the country, the most prominent being meat-packing, flour-milling, sugar-refining, wine-pressing, tanning, quebracho extract, brewing, cement, alcohol, boots and shoes, textiles from national cotton and wool, glassware, furniture and hats. Additional to these are structural steel and many other iron and steel industries which obtain a large quantity of scrap from the railways. The articles made in Argentina cover a very wide field, including almost everything used in the home and for personal use. Many of these products cannot be surpassed anywhere. Some, however, having the market to themselves, are of inferior quality. There are a large number of well-known foreign commodities produced locally to avoid duties and freight. Only in exceptional cases is the national article inferior to that of the parent factory, which goes to prove that the elements of production of Argentina, including workmen and raw material, are of a high order.

Meat.—The packing plants ("frigorificos") and slaughter houses "mataderos") are such as to make meat the leading industry of the country. Annual slaughterings of cattle increased from 2,000,000 head to an average of 7,000,000 in the last few years. The tanning of hides and skins has reached a high state of development, as has also the manufacture of butter, cheese and casein in the dairy industry.

Wine.—The 1927-28 wine production amounted to 174,570,000 gallons. The price of wine at the factory during the last three years ranged from 7 Canadian cents per litre to 20 cents, according to the abundance of the crop.

Sugar.—The output for 1927 and 1928 was 421,601 tons and 375,329 tons respectively. At the commencement of 1929 there was estimated to be a surplus for export of 247,000 tons.

Flour.—Flour-milling is second only to the meat industry, the annual production being about 1,000,000 bags.

Cement.—The annual production of this commodity is reckoned at 7,000,000 bags of 50 kilos each, and importation is about the same.

Not only the industries mentioned above but hundreds of others flourish behind the protection of a high tariff and that afforded by the handicap of heavy freight rates from Europe and North America. There is, however, the disadvantage that power costs are high, as within the district of Buenos Aires, where most manufacturing takes place, there is no water, and electricity has to be developed from either coal or petroleum. Some of the large public utility electric power stations have both coal and crude oil installations so as to have the option of using one or the other according to prevailing prices. Coal has to be imported from the British Isles, and crude oil, although a national product, differs very little from it in price. Owing to the high cost of production, electric power costs consumers more than double the price which prevails in Canada.

RAILWAYS

The national, British and other foreign railways of Argentina are as under:

	1907	1917	1927
Mileage..miles	13,829	21,272	23,087
Passengers carried..number	41,784,200	57,645,500	150,301,900*
Cargo..tons	27,929,000	31,410,200	53,848,400

* Short distance suburban service at Buenos Aires is responsible, in a great measure, for the large number of passengers carried.

FOREIGN TRADE

Argentine foreign trade, taking the average of the last five years, amounts annually to $1,740,000,000. Of this sum imports account for $820,000,000 and exports $920,000,000. The figures for 1928 were: exports, $993,000,000; imports, $891,000,000. For the previous five years the annual average of total trade amounted to $1,492,000,000, with imports and exports $732,000,000 and $760,000,000 respectively. The yearly average for the same length of time immediately preceding the Great War was: imports, $396,000,000; exports, $413,000,000—a total of $809,000,000. These figures show briefly the continued growth of the foreign trade of the Republic and the favourable balance which has persisted. The importance of Argentina is plainly shown from the fact that its foreign trade is nearly half that of the Continent, or in other words about equal to the other nine republics and the European colonies which go to make up South America.

Exports.—The principal commodities exported during 1928, and the average for the five years 1924-28, were as follows:—

	1928	Five-year average
Beef, quarters	6,495,000	8,204,000
Mutton, carcasses	1,387,000	1,643,000
Lamb, carcasses	1,982,000	1,694,000
Wool, bales	315,000	315,000
Salt hides	4,996,000	5,689,000
Dry hides	1,447,000	2,043,000
Calfskins	1,420,000	1,529,000
Sheepskins (bales)	32,000	30,000
Tallow (casks)	198,000	247,000
Wheat (tons)	5,353,000	3,805,000
Maize (tons)	6,476,000	5,506,000
Linseed (tons)	2,033,000	1,630,000
Oats (tons)	312,000	524,000
Barley (tons)	214,000	186,000
Total grains (tons)	14,388,000	11,651,000
Flour (tons)	148,000	139,000
Quebracho extract (tons)	258,000	248,000
Quebracho logs (tons)	167,000	119,000
Butter (tons)	20,000	25,000
Casein (tons)	18,000	17,000
Total tonnage cereals, flour, etc.	14,999,000	12,199,000

Argentina is enjoying steady progress and exports are on a sound and permanent basis. Consequently the wealth of the country and the import trade are developing rapidly. Besides medium-class goods, the inherent tastes of her people desire the best that can be had. Their annual exports, now nearing $1,000,000,000, supply them with the means to buy abroad, not only the necessities which the country requires, but also the luxuries which they see the rest of the world is enjoying.

Imports.—Imports are, in the main, manufactured goods of every kind. Salesmen from every part of the globe visit Buenos Aires. The importing countries of the world are well represented in the Republic, and in which foreign manufacturers who are alive to conditions are trying to gain a foothold or are aggressively endeavouring to maintain and extend the trade they have obtained already.

During 1928 merchandise was imported amounting in value to $891,000,000 according to the following classes:—

Custom-house classification	Per Cent	Principal article in classification	Per Cent
Food products, animal	1.3	Fish	0.7
vegetable	6.4	Yerba mate, coffee, etc	2.2
		Edible oils	1.9
Textiles silks	2.4	Piece goods	1.2
wool	3.8	Piece goods	3.2
cotton	9.5	Piece goods	7.3
yarn	0.5		
jute, etc	4.1		
Chemical and drugs, oils, paints, etc	5.1	Chemical and pharmaceutical products	2.5
Paper	3.5		
Wood	2.9	Unmanufactured	2.6
Iron and steel (unmanuf.)	9.9	Sheet	6.6
(articles)	3.2	Tools	0.5
Machinery and vehicles	13.3		
Metals (not including iron and steel)	3.8		
Earths, stone, glass and manufactures thereof	4.1		
Petroleum products	11.1		
Coal	4.4		
Rubber and its products	2.7		
Miscellaneous	8		
	100.0		

PORT MOVEMENT

Shipping.—The tonnage of foreign ships arriving at Buenos Aires during 1928 was 11,716,098 (Great Britain, 43·62 per cent; Germany, 9·34 per cent; and Italy, 8·26 per cent). In customs receipts, both import and export, the relative importance of the principal ports was as follows: Buenos Aires, 83 per cent; Rosario, 7; and Bahia Blanca, 2 per cent.

FINANCES

The Government holds a gold reserve in the "Caja de Conversion" of 80 per cent of its paper money as a guarantee behind its currency. In February, 1929, the gold deposit amounted to 501,871,978 gold pesos or 79·6 per cent of the paper money outstanding at that date.

	1907	1917	1927
National revenue	$104,046,000	$107,441,000	$ 287,821,000
per capita	17.9	13.1	27.1
Administration expenses	106,952,000	164,545,000	286,290,000
Public consolidated debt	401,624,000	571,594,000	910,491,000
per capita	69	69.2	85.5
Floating debt	.....	.....	191,022,000
Fiduciary circulation	224,839,000	428,050,000	582,388,000
Banks: deposits	370,062,000	850,823,000	1,554,254,000
Cash holdings	142,921,000	332,271,000	414,900,000
Discounts and advances	355,549,000	656,371,000	1,215,398,000

CITIES

Buenos Aires.—Buenos Aires, on the Rio de La Plata, the city of "Good Air on the River of Silver," as it has been called since the days of the "Conquistadores," was founded in 1536. Its population has increased fivefold during the last half century and now stands at 2,000,000. Besides being the political capital, it is definitely the financial and commercial heart of the Republic. Her beautiful and extravagantly ornate buildings give a decided old-world air of distinction to the city. Nearly all the large wholesale merchants have their head offices in the capital. It is the chief port and the registered tonnage of ships arriving and departing has grown from 9,000,000 tons in 1919 to 23,000,000 tons during 1928.

Rosario.—This city, with a population of about 400,000, is on the river Parana, 227 miles northwest by water from Buenos Aires. It is the main port of the north from which are shipped grain, flour, packing house products, quebracho, sugar and cotton.

Santa Fe.—This is the third city of Argentina, another 125 miles further north from Rosario on the river Parana. It also is an important port for ocean-going steamers. It is a university town and the capital of the Province of Santa Fe and has a population of 105,000.

Bahia Blanca.—Bahia Blanca, 397 miles southwest from Buenos Aires, is located on the Naposta river and has a population of 80,000. It is a prominent ocean port, its exports being grains and wool.

TRADE WITH CANADA

Canadian trade with Argentina has grown from $7,520,975 for the fiscal year of 1923 to $20,933,932 in 1928, and $21,920,759 in 1929. For the calendar year 1923 Canadian exports to the Republic were valued at $6,848,924, and for the twelve months ending December, 1928, $13,256,039.

The trade of Canada with Argentina for the fiscal years 1913, 1918, 1923, 1928, and 1929, was, according to the returns of the Dominion Bureau of Statistics, as follows:—

	Canadian Exports	Imports	Total Trade
1913	$ 2,251,855	4,166,895	6,418,750
1918	1,203,142	984,955	2,188,097
1923	4,445,041	3,075,934	7,520,975
1928	11,085,728	9,849,754	20,935,482
1929	14,493,191	7,427,568	21,920,759

The following were the chief exports from Canada to Argentina during the fiscal years of 1929 and 1928, the 1928 figures being enclosed in brackets:—Rubber manufactures, $3,552,066 ($2,436,597); farm implements and machinery, $3,322,773 ($3,534,894); paper and manufactures of paper, $2,632,781 ($1,309,240); automobiles, $2,531,172 ($1,296,864); sewing machines, $1,766,769 ($1,539,912); iron pipe and tubing, $133,954 ($57,535); binder twine, $132,250 ($137,500); aluminum, $35,436 ($8,227); wood unmanufactured, including lum-

ber, $68,819 ($97,558); electrical apparatus, $34,379 ($8,873); zinc spelter, $27,023 ($99,483); lead and manufactures of lead, $19,300 ($20,835); wood manufactured, $7,667 ($6,879); fish canned, $18,286 ($27,641); nails, spikes and tacks, $6,593 ($14,112); musical instruments, $3,000 ($131,638).

Imports into Canada from Argentina for the 1929 fiscal year, with the figures for 1928 in brackets, were as follows: corn, $4,509,203 ($6,286,249); hides and skins, $1,565,460 ($2,106,931); flaxseed, $678,288 ($573,210); meats, $602,947 ($386,782); wool, $70,365 ($72,545); casein, $30,474 ($20,034).

ECONOMIC CONDITIONS IN SIAM IN 1928

[Note.—Statistics in this report are for the Siamese fiscal year ending March 31, 1928. 1 baht or tical equals 44 cents.]

Batavia, May 15, 1929.—The most important event during the year under review was the coming into force of Siam's New Currency Act. This Act has been fully covered, however, in Journal Number 1284 of September 8, 1928. The opening of a bonded warehouse, and the passing of an Act prohibiting the importation of skimmed milk, also took place during 1928.

The rice crop, which is the most valuable exportable commodity, suffered considerable damage, but due to a large carry-over from 1927, trade did not fall below the average. The effect of a smaller rice production in 1928 will be reflected in 1929.

FINANCE

The budget figures published in March, 1928, estimated a revenue for the government year 1928-29 of baht 100·6 millions, which is practically the same as that estimated for 1927-28. Siamese revenues have been growing rapidly in recent years. In the four years 1920-21 to 1923-24 inclusive the revenue was nearly stationary, but in the four fiscal years increases were recorded: 1924-25, 4·39 per cent; 1925-26, 8·84 per cent; 1926-27, 8·50; and 1927-28, 18·39 per cent. The large increase in 1927-28 was due principally to the new tariff, although practically every other head of revenue has contributed to the increase, especially the Royal State Railways.

RADIO AND POSTAL SERVICE

The Government has up to the present prohibited the sale of radios, but it is believed that this ban will be lifted in the near future. The government hopes shortly to have a broadcasting station completed. For communication with neighbouring countries a short-wave station is also just about completed. This installation will serve as the central station for the internal services of Siam.

The postal administration of Siam is working with the London and Paris authorities in the air mail service between Marseilles and London. Marseilles that in the new air service between Java and Holland, Bangkok may be made a port of call.

TRANSPORTATION

During the year 1927-28, 2,366 vessels of aggregate tonnage of 2,556,859 entered and cleared from the port of Bangkok. This is nearly 300 more ships than in 1926-27. As in the previous year the majority were Norwegian, constituting 33 per cent, followed by Great Britain with 28 per cent.

The State Railways continue to expand, building their lines farther north. A carload of goods can be sent without transhipment from any point on the Siamese State Railways to any point on the railways of British Malaya. It is possible to travel from Penang right through to Bangkok in two days and a

night in perfect comfort. During 1928 the railways added to their equipment 100 open steel cars, 100 cattle cars, 15 locomotives and 300 all steel cars. These supplies were bought under tender from Belgium, Germany and France. The Department of Communications has under consideration the electrification of the Bangkok suburban lines.

In the matter of roads Siam is at a great disadvantage. There are few highways and these are not connected. The Highway Department has never been very successful in securing a large grant for highway construction. Furthermore, what roads have been built, have been with the object of providing feeders for the railway, so that there is no long road bordering the railway as in Malaya. With the increasing number of motor cars, however, the Government is devoting much larger sums for road work. During 1927-28, baht 2,500,000 was spent on road maintenance and construction. The budget for 1928-29 provides for baht 2,300,000 for the Department of Highways.

THE BALANCE OF TRADE

During the last five years, Siam's total foreign trade has increased by 38 per cent. For 1927-28 the value of exports and imports constitutes a record. The following table shows the apparent total balance of trade in favour of Siam in each of the past five years, expressed in baht:—

Period	Value of Imports	Value of Exports	Excess of Exports	Excess Per Cent
2466 (1923-24)	149,861,000	201,552,000	51,691,000	34.5
2467 (1924-25)	169,370,000	203,080,000	33,710,000	19.9
2468 (1925-26)	181,377,000	244,731,000	63,354,000	34.9
2469 (1926-27)	196,520,000	239,266,000	42,746,000	21.8
2470 (1927-28)	201,081,000	276,269,000	75,188,000	37.4

A portion of the above favourable balance is, however, liquidated by what is commonly known as invisible imports.

EXPORTS

In 1927-28, 72·85 per cent of the exports consisted of rice against 69·14 per cent in 1926-27. Teak, tin and rubber exports consisted of 3·60 per cent, 8 per cent, and 2·30 per cent respectively for 1927-28. A slight decrease occurred in tin, while small increases were recorded in teak and rubber.

Siam's foreign trade during 1928-29 is not expected to equal that of last year, due to the light crop in rice and low prices for rubber and tin, especially the latter. The full effect on the import trade will not be apparent till late in 1929.

IMPORTS

The total imports are analysed in the following table, where the figures for 1927-28 are compared with those for the year 1926-27.

Class of Imports	1926-27	1927-28	Differences
	In 1000 Baht.		
General merchandise..	168,513	180,007	+11,494
Beer, wine and spirits..	3,640	2,967	— 673
Bullion and coin..	10,093	4,667	— 5,426
Gold leaf..	7,251	7,728	+ 477
Opium..	7,023	5,712	— 1,311
Total..	196,520	201,081	+ 4,561

Under the heading of general merchandise are listed twenty-nine import headings, and the fifteen most important of these, with values for 1927-28 in 1,000 bahts are: foodstuffs, 30,842; metal manufactures, 14,220; textile manufactures, 35,590; gunny bags, 9,143; tobacco, cigars and cigarettes, 87,975; kerosene oil, 7,405; machinery, 7,506; motor cars, 2,925; electrical goods, 2,391; paper and paper manufactures, 2,143; precious stones—unset, 2,272; matches, 1,588; hats, caps, etc., 1,170; tools, 1,355; and benzine, 4,382.

Of the twenty-nine division headings, decreases were registered in eight items, the largest in precious stones of baht 718,000. The largest increase was in metal manufactures amounting to baht 2,411,000.

The ten most important supplying countries in order are:—

	1926-27 1,000 baht	1927-28 1,000 baht
Hong Kong	39,766	37,611
United Kingdom	26,314	27,570
Singapore	26,649	23,546
India	17,081	17,371
Netherlands Indies	10,434	15,775
Penang	15,015	14,626
China	17,985	13,845
Japan	9,174	13,113
Germany	8,312	9,491
United States	5,441	5,520

In the above table the ports of Hong Kong, Singapore and Penang are shown as heavy shippers of goods to Siam, but in reality they are only transhipment points. A considerable amount of the Hong Kong total should be credited to the United States, Japan and Canada. The goods transhipped at Penang and Singapore are probably mostly from England. The United Kingdom is by far the largest supplier of goods to Siam. Canada, according to Siamese statistics, is credited with the ridiculous total of baht 2,490 against 19,303 in 1926-27. The transhipment ports are given credit for a great volume of merchandise of which they could not possibly be the source of origin.

Exports from Canada to Siam, according to the figures published by the Dominion Bureau of Statistics, were valued at $317,828 for the fiscal year ending March 31, 1927, and to $117,277 for fiscal year 1928.

The following are some of the articles shipped by the United States to Siam in fair quantities during 1927-28: biscuits, sardines, fruit, preserved meat, canned milk, copper, arms, motor cars, motor car tires, motor car accessories, chemical products, electrical goods, lamps, leather, marine engines, machinery (dredging and agricultural), machinery belting, galvanized sheets, and cigarettes.

The trade of the United States with Siam is growing but very slowly and chiefly from the Pacific Coast. Siam will eventually be a market for British Columbia, chiefly with provisions. Canada's greatest opportunity to increase her trade with Siam is in flour. With the fast Canadian Pacific steamers to Hong Kong, a much larger share of Siam's flour imports should fall to the Dominion. Canadian firms interested in Siam as a market should refer to *Commercial Intelligence Journal* No. 1323 (June 8, 1929).

The outlook for calendar year 1929 can only be considered fair, due to the damaged rice crop last year. It is therefore more than likely that imports will decline, but even if a bumper crop had been harvested the immediate prospect for rapidly increasing Canada's trade with Siam, as stated in the report above referred to, is far from bright.

POINTS FOR EXPORTERS TO CHINA

L. M. Cosgrave, Canadian Trade Commissioner

Shanghai, June 14, 1929.—The following general hints on trade with China may be of interest to Canadian exporters to this territory. Though China firms usually send full shipping instructions to new contacts, this may serve as a general guide in the introduction of new Canadian commodities into the main Treaty Ports of China.

CONTRACTS BETWEEN EXPORTER AND IMPORTER FOR PURCHASE OF GOODS

Where samples have not been submitted, a formal or informal indent with specification is usually sent by the importer to the exporter asking for quotations by cable or letter. The importer's cabled acceptance of the exporter's

quotation and the cabled confirmation of the exporter accepting the order constitutes the completion of a contract between the two parties. Contracts in duplicate are afterwards drawn up by the exporter and mailed to the importer for signature.

HOW CHINA BUYERS PLACE ORDERS WITH IMPORTERS

The usual custom when ordering goods is for the Chinese buyer to place his order with a foreign or Chinese import firm. A contract is signed by both parties for every order, including a clearly detailed specification, stating price, quantity, quality, size, measurement, colour, weight, pattern, packing and date of shipment, or according to sample.

The importer then sends an informal indent to the exporter, and should the price mentioned be accepted, the Chinese buyer's contract is confirmed. It is of the greatest importance that exporters fulfil their orders in strict accordance with the specifications. The slightest discrepancy may involve the exporter and importer in unpleasant correspondence and in loss in claims, especially if market conditions are dull, and if a satisfactory adjustment is not promptly made, it may mean the loss of all future business.

Goods are always sold to the Chinese by importers c.i.f. and c. (cost, insurance, freight and commission) ex warehouse, with free storage for thirty to sixty days, the Chinese buyer having the option to take delivery of the goods in whole or part during this time limit.

CHOPS (BRANDS OR LABELS)

Both foreign and Chinese goods are marketed under different chops (brands or labels). Exporters are often asked to supply their goods under certain chops designated by the Chinese buyer. This means that the buyer is the exclusive owner of this particular chop, the exporter binding himself not to use it for other customers. The exporter may, however, sell the same kind of goods to other Chinese buyers, but under a different chop or under the exporter's own trade mark.

DISPUTES REGARDING CONTRACTS

In case goods arrive and are subject to dispute as not in accordance with specifications or sample, they are submitted for examination and report: (1) by recognized marine surveyors; (2) or by experts appointed by one of the Chambers of Commerce; (3) or by the Canadian Trade Commissioner. The award made is generally accepted by the disputants, and an amicable settlement arrived at.

PAYMENT FOR GOODS ORDERED

Foreign or Chinese import firms, as a rule, open a letter of credit in favour of the exporter for the full amount of the order. In cases where both parties are well known to each other, goods are shipped payment against documents, or against thirty, sixty or ninety days' sight drafts.

Drafts are accepted and usually met promptly at maturity, but during dull markets or in the case of trouble in the provinces, when it is not possible for Chinese merchants to move their goods, importers are obliged to cable exporters or arrange with the bank for an extension of the drafts, the Chinese buyer paying interest for the period for which the draft has been extended.

REFUSAL TO MEET ACCEPTED DRAFTS AND EXPORTERS' RECOURSE

In case payment is refused for an accepted draft, it is usually on the grounds that the goods are not up to specifications or sample. Should the exporter be unable to persuade the importer to pay off the draft after negotiations have been resorted to through his representative, the bank, or the

Canadian Trade Commissioner, or after an award has been made by a recognized marine surveyor, the only recourse is to summon him to take delivery within a given period and on his refusal to resell the goods and sue him in the court for all loss sustained, together with costs. If the exporter has no agent in China, he should immediately get in touch with some lawyer (who may be recommended by the Office of the Canadian Trade Commissioner), and who should be authorized to act for him. Lawyers' fees are comparatively high, and it is advisable to ascertain the cost before taking action.

CONSIGNMENT OF GOODS

Many foreign exporters send goods to this market on consignment. They are shipped out to certain responsible firms to be sold at best possible price, and an accounting is made after sale, the importer deducting his commission and all other charges such as import duty, transportation, warehouse and advertisement charges, etc. These may or may not have been pre-arranged. Goods sent on consignment are usually those that are new to the market, but once they have become known it should not be necessary to forward on consignment. In the event of such goods being unsaleable, they are either returned to the owner or sold by public auction, upon the instructions of the owner.

SAMPLES, CATALOGUES AND PRICES

To introduce their goods and secure business connections, exporters should send good ranges of samples, as well as illustrated catalogues with c.i.f. prices and discounts, and business terms. With these on hand, the Trade Commissioner might be able to place them immediately with the suitable firms and loss of time and unnecessary correspondence would thus be avoided.

In many instances, exporters have sent samples and catalogues without prices and terms and have asked what Chinese buyers would pay for such goods. If the Chinese buyer is asked what he is willing to pay for an article, he will offer a ridiculously low figure. No business can be done in this way. Exporters must give their lowest prices with best discounts, always taking into consideration the keen competitive prices of their American neighbours. Should prices be right, business could be done immediately, and on the other hand, if they should be slightly too high, a counter-offer might be acceptable to the exporter.

SELLING OF GOODS BY AGENTS

Exporters who have not their own representative in China entrust their goods to foreign or Chinese agents. As the agent's chief interest is to make money, he can only make a success of his business if he can sell well. He should have the exporter's lowest prices and a reasonable commission. On practically all standard lines, the commission is fixed by the custom of the trade. On bulk goods such as iron and steel it is about 2½ per cent, on flour around 10 cents per bag, and on manufactured goods from 5 per cent to 10 per cent, depending on the size of the orders and the sales resistance or competition. In introducing new, or in competition against old-established lines, anything less than 10 per cent would not stimulate business. Owing to the competitive prices of American exporters, it would be useless to increase the commission by adding to the price.

In China, the majority of the importers depend upon their compradore to push sales. The compradore is generally a wealthy Chinese merchant, familiar with the business of the firm that employs him and the general conditions of the market. He must know the financial standing of all the Chinese buyers who deal with his employer, and is obliged to stand guarantor for them in the fulfilment of their contracts. For such services the importer

pays the compradore a certain commission on all the business done through him, which naturally is paid from the commission allowed by the exporter. It is therefore obvious that a reasonable commission must be paid to the agent so as to enable him and his compradore to make the business worth while.

It is of the greatest importance that exporters make prompt shipments, and in quantities as specified, because the Chinese buyers usually sell "forward" and expect the goods to arrive at the proper time.

IMPORTANCE OF EXCHANGE IN FOREIGN CONTRACTS

Exchange is one of the most important factors to be contended with by importers in China. If it happens to be unfavourable when the cargo arrives, they may sustain heavy loss, and the Chinese dealers may refuse to take delivery. This generally happens when exchange has not been settled (with the banks negotiating importers' drafts or credits) for the months when goods ordered are expected to arrive—a practice that is always followed by both foreign and Chinese firms of high standing to avoid the risk of fluctuations and enable them to work out their costs.

As a rule, all the old-established import firms in China have an arrangement with their own bankers, guarantee up to a certain amount being given for negotiating drafts, bills and credits. The import firms offer the bank the first lien on all their stocks in warehouse or afloat, or give substantial guarantees in the form of real estate properties, etc. It can be considered quite safe to deal with any firm backed by any of the leading Shanghai foreign banks such as the Hong Kong and Shanghai Banking Corporation, the Chartered Bank of India, Australia and China, and the Mercantile Bank of India, with whom the bulk of the business is done by the largest British importers in this territory.

As already mentioned, it is customary for importers to settle exchange when orders have been placed abroad. This is generally done through the importers' bank or banks, through whom shipping documents and bills are to come forward, and upon arrival payments are worked off at the agreed rate. It is therefore of the greatest importance that exporters negotiate their documents through the bank specified by the importer, otherwise the latter will be put to inconvenience and loss in having to pay the "exchange rate of the day," which may be very unfavourable compared with the rate already settled with his own bank.

ECONOMIC CONDITIONS IN CHINA

L. M. Cosgrave, Canadian Trade Commissioner

Shanghai, June 14, 1929.—During recent months, several disturbances have been reported, particularly in South and Central China, which have called for repressive measures on the part of the Nationalist Government at Nanking. These civil commotions have tended to disrupt trade in the localities affected, but having regard to the country's trade as a whole, confidence has not been seriously disturbed. Despite the imposition of new and increased tariff duties in February of this year, commodities of all kinds, both manufactured and raw, have shown steady increases in all the main trading ports.

Considerable progress is noted in the advance of air communication, both mail and passenger, along the main trading arteries, which should result in a better understanding between the more distant provinces and the Central Government, and possibly tend to put an end to a number of the outstanding difficulties, which at present preclude any serious efforts towards resumption

of trade with the interior. Manchuria both north and south continues to be the most stable part of China, and steady progress is reported in extension of railway lines, of new roads, and of general industry.

It is noteworthy that both leading foreign and Chinese firms, who have previously received the bulk of their supplies from European sources, are now showing a keen interest in the possibility of Canadian supplies, due to more rapid transportation and the possibility of renewing stocks at short notice. This has been particularly noticeable since the new tariff came into effect, as, with a much closer source of supply, it is not necessary to maintain the extensive stocks previously required when secured from the European sources. The outlay on duty pending internal distribution is now a serious item in overhead.

At the time of writing, import trade is somewhat stagnant owing to a recent drop in exchange making forward commitments not only extensive but hazardous. This drop is considered by some observers to be due to the high price of copper—a condition which in this country tends to decrease the price of silver. It is not considered, however, that this situation will prevail beyond July or August. With a recovery of exchange, it is expected that large replacements of stocks will be made, and with the steady improvement in internal communications, traders anticipate a wider distribution of their commodities than has been the case for the past three or four years.

Imports of wheat and flour from Canada for the season 1928-29 are expected to exceed all previous records, though actual figures are not yet available. The mills in Shanghai and Tientsin have absorbed from 150,000 to 200,000 tons of the lower grades of Canadian wheat during the past year. Imports of flour are chiefly of first and second clears and low-grade straights.

It is also noteworthy that more representatives of Canadian firms have visited China within the past three months than has been the case for a similar period during the past four years. In practically every case, these representatives have obtained satisfactory contact with the trade in their respective commodities and gained confidence in the possibilities of China—a result that would not be possible by correspondence.

Personal contact with the leading Chinese sino-foreign and foreign firms mean far more than is the case in western countries, owing to the peculiar problems in China trade which require clarification prior to substantial business commitments.

Canadian firms desiring to enter the China market in a serious way are strongly advised where possible, to send personal representatives to study the ground. In the event of such representatives proceeding to China, the Canadian Trade Commissioner in Shanghai is in a position to effect all necessary introductions to the trade, and advise on such items as packing, documentation, extent of market, banking facilities and prospective agents.

EXPORTS FROM CANADA TO CHINA

According to the figures published by the Dominion Bureau of Statistics, the total exports from Canada to China for the fiscal year ending March 31, 1929, amounted to $23,687,053 against $13,432,396 for the previous fiscal year. The principal exports are shown to be as follows:—

Commodities	Years ended March 31 1928 $	1929 $
Wheat flour	3,963,852	10,001,335
Wheat	2,555,050	7,495,998
Fish, dried, salted, pickled	843,653	912,798
Lead in pigs	548,088	378,976
Planks and boards	154,138	322,688

EXPORTS FROM CANADA TO CHINA—*Concluded*

Commodities	Years ended March 31 1928	1929
	Lineal Feet	Lineal Feet
Piling	3,210	171,880
	$	$
Automobiles	166,564	127,487
Iron pipe and tubing	66,099	103,013
Cobalt oxide and salts	39,595	89,395
Rubber tires	44,967	87,612
Films	85,270	61,218
Meats	62,068	59,920
Zinc, spelter	38,850	49,727
Ammonium sulphate	94,620	43,479

MARKET FOR FRESH APPLES IN CHINA: A CORRECTION

In a report entitled "Market for Fresh Apples in China," published in the issue of July 13, it was erroneously stated that "apples for North China ports should be transhipped at Kobe, Japan." This sentence should read: "Apples for North China ports should be transhipped at Hong Kong." Transhipment of Canadian apples at Kobe is prohibited.

DECLINING MARKET IN NORWAY FOR SILVER FOXES

Frederick H. Palmer, Canadian Trade Commissioner

Oslo, June 28, 1929.—For several years Norway has provided a profitable outlet for live silver foxes from Prince Edward Island; but this market has now reached, in so far as imports from Canada are concerned, almost to a point of saturation. This is primarily because successful breeding in Norway is producing young foxes worthy of consideration as foundation stock on new ranches that are being established, not only in Norway, but in nearby countries. But although there will not be the same demand for foxes in the future as there has been during the past three years, the very excellence of Canadian silver foxes will render it necessary for Norwegian ranchers to continue to import animals for stock improvement purposes.

IMPORT REGULATIONS

Although a Norwegian Royal Decree of June 29, 1922, prohibits the importation of "dogs and other predatory animals", the Ministry of Agriculture is able to grant licenses for the importation of silver foxes from Prince Edward Island provided the prospective importer complies with the following conditions:—

(1) That the animals are accompanied by a declaration issued by the veterinary director of Prince Edward Island and attested by a Canadian police authority to the effect that during the past ten months no case of rabies or foot and mouth disease has occurred on Prince Edward Island and that the animals have remained on controlled farms on Prince Edward Island during the last ten months and are healthy and free of infection.

2. That the animals are transported, isolated from other animals, in a properly made case direct to New York for loading on board one of the vessels of the Norwegian-America Line. On arrival at Oslo or Bergen the animals must be inspected prior to landing by the competent police veterinary surgeon and be declared by him to be healthy and free from infection. They are then to be placed in a case made in Norway. The old case and packing must be burnt on board under the control of the police veterinary surgeon.

(3) That the animals without coming into contact with other animals are transported enclosed in their cases direct to the fox farm in question, where the animals are immediately isolated in enclosed rooms in such a manner that they cannot escape or burrow a way out. The animals must remain enclosed until further notice.

LOCATION OF FOX FARMS

Primary economic reasons have been responsible for the establishment of the fox farms of Norway on small farms located along the fjords of Western Norway, although several important ranches are situated in the southern section close to the Swedish frontier.

Very few farms in Norway are of an area great enough to warrant the employment of labour other than that of the owner's immediate family. The majority are limited to between 25 and 30 acres, and few farms exceed 100 acres in extent. Most of the smaller farmers have fishing or lumbering as a secondary occupation, and as agriculture is the best protected of all industries in Norway, the financial condition of the farmers, which has been improving steadily over a period of years, has greatly decreased the number of farms financially burdened. The deflation period in Norway affected farmers and fishermen less than any other economic groups, and after stabilization the need was felt for an outside interest, but one that could be exploited without requiring additional labour.

Although silver foxes were first introduced into Norway in 1913, it was not until 1925 that silver fox ranching caught and held the particular attention of the small farmer. As few farmers were able to purchase a pair of Canadian silver foxes without outside assistance, the usual procedure was for a group of neighbouring farmers who desired to start a ranch to co-operate with this object in view. With the support of the local savings banks, which, however, was not always essential, small fox farms were started practically in every part of the country, but since the majority of the farms are in the south and southwest districts, Bergen became the chief port of entry and the centre of the industry.

The principal veterinary officer at Bergen stated the other day that during 1926 he inspected and passed 60 silver foxes; in 1927 the number increased to 1,108, but during 1928 it fell to 137 animals. These numbers no doubt represent the bulk of the imports and probably accurately reflect the situation, although the statistics for the whole of Norway are not immediately available.

ORGANIZATION OF BREEDERS

It was not until 1925 that the need for organization among fox breeders generally became apparent. Leading men in the industry, feeling the need for a strong organization, appealed to the national association in Canada for assistance in their efforts to create a parallel association in Norway. This was readily forthcoming—Mr. James H. Pritchard spent several months in Norway—and the Norges Sölvrevavlslag (Norway Silver Fox Breeders' Association) was formed in 1926. It now embraces 2,100 members, whose ranches stretch over the length of Norway.

All foxes, on being imported, are subject to examination at Oslo or Bergen. No quarantine period is required by law, but a bylaw of the association requires a silver fox, on importation, to be kept isolated at the ranch for three months, and provides for inspection of the newly arrived animal once a month during this period of isolation. For this and other purposes the association employs fifteen travelling inspectors and one chief inspector. As veterinary officials they are appointed by the state, but their salaries are paid by the association and they are subject to its instructions. Since all the members of this association, when joining, indicate their desire to maintain the quality of Norwegian silver foxes, any decision of the inspectors involving destruction of an animal should it be seriously ill, or if it is of inferior quality, is binding on them.

Perhaps the most impressive indication of the development of silver fox breeding in Norway is found in the rapidly increasing number of pedigreed animals. The compilation of a studbook was one of the first objects of the association to receive attention. During 1926, the first complete year after organization, 2,735 animals were registered. The pedigrees of most of these animals embodied extracts from the studbooks of the Canadian National Fox Breeders' Association and the registrations covered most of the animals in Norway at that time.

During 1927, 3,593 animals were registered, and this number probably included all the foxes imported during that year, a few pups, and the few remaining pedigreed animals which had not been registered during the previous year.

There was an amazing development during 1928, when 8,051 new registrations were effected, including the registration of about 7,000 pups. Breeding is now so successful that during 1929 it is expected that about 14,000 new registrations will be accepted.

The association aims to improve conditions within the industry by holding educational courses at which farmers and inspectors can receive instruction and training on various phases of the industry. It also stimulates competition among its members by holding exhibitions. The last exhibition was held in Oslo during November, 1928, and it is reported to have been a great success. Owing to the natural shortage of competent judges, the association was forced to restrict the number of entries to 800 foxes. During June, 1929, a local exhibition for the Aalesund district was held at Aalesund on the west coast, a town of about 15,000, at which over 500 foxes were displayed. So successful was this exhibition that steps are being taken to build a hall for the purpose of this event, and it is hoped at the next exhibition to be able to accommodate 2,000 animals.

PELT-SELLING ORGANIZATION

The co-operative marketing of pelts is the latest development in the industry. Farmers are being instructed how to prepare pelts for sale, and after the initial preparation at the ranch they are sent to the association at Bergen. Here the work of preparation is completed, ownership identification marks attached, the pelts grouped according to colour, quality, texture, etc., and split into lots and sent to the agents of the association in London who arrange to have the pelts sold at auction. The breeder, if he so desires, can place a reserve price on his pelt. If at auction the pelt does not realize the reserve price, it will be held over until the next sale. Generally, however, the realized price has exceeded the breeder's reserve.

CONCLUSION

Canadian fox breeders, bearing in mind that the remarkable development of the breeding of silver foxes in Norway has been paralleled by the growth of a Norwegian association, whose membership is practically 100 per cent representative of the fox farms, will readily appreciate what this means to the industry. Although the market in Norway for silver foxes in the future will be extremely limited, it is gratifying to believe that, since the Norwegian Silver Fox Breeders' Association was organized for the same reasons as the parent Canadian association, the quality of the fur stocks placed on the European markets will not be permitted to deteriorate as the number of foxes in Norway increases, and possibly deprive silver fox pelts of their leading position in the fur auctions of the world.

HOLLAND'S EXPORTS OF RADIO APPARATUS AND ELECTRIC LAMPS

J. C. Macgillivray, Canadian Trade Commissioner

Rotterdam, July 5, 1929.—The growth of the manufacture of radio apparatus, particularly during the past year, has been the most outstanding feature of Dutch industry, and while there are a number of producers, only one of these—N. V. Phillips' Gloeilampenfabriek of Eindhoven—is of importance. Originally engaged in the manufacture of incandescent lights, this firm's radio business is now by far the most important. As an illustration of their enormous expansion, the number of their employees in April, 1929, was 20,000 in comparison with 12,600 at the same period in the preceding year.

The expansion of the industry is further illustrated by the ever-increasing volume of exports, which in detail since the beginning of 1928 are as follows:—

1928	Loud Speakers, Sets and Parts 1,000 Florins	Globes 1,000 Florins
January	1,425	1,964
February	1,615	2,221
March	1,817	2,229
April	1,288	1,805
May	1,351	1,929
June	1,400	1,549
July	1,440	1,778
August	1,810	2,164
September	1,672	1,851
October	2,391	1,909
November	2,927	2,036
December	3,441	2,426
Total 1928	22,833	23,861
Total 1927	9,197	19,451
1929		
January	5,474	2,937
February	4,720	2,450
March	7,747	2,980
April	6,049	2,067
May	7,666	2,398
Five months, 1929	31,657	12,832
Five months, 1928	7,751	10,148

Note.—1 guilder equals 40 cents Canadian.

SWISS WHEAT SUPPLY, 1926 TO 1928

J. C. Macgillivray, Canadian Trade Commissioner

Rotterdam, July 5, 1929.—According to the Swiss Federal Bureau of Statistics, the domestic wheat crop has increased steadily from 1926 to 1928, and while the harvest of 1927 was good, that of 1928 was even more abundant. The yearly home production, estimated at 193,200 metric tons in 1926, reached 205,800 metric tons in 1928. After having retained quantities sufficient for their own use, the growers handed over 5,933 metric tons to the Confederacy in excess of the quantity handed over in 1926. Figures in metric tons illustrating the wheat situation in Switzerland are as follows:—

Year	Total Production	Delivered to Confederacy	Consumed	Imports	Total Consumption
1926	193,200	48,336	76,737	438,426	631,626
1927	195,400	51,550	63,228	452,579	647,979
1928	205,800	68,811	62,193	458,140	663,940
Average 1926-28	198,133	56,232	67,385	449,715	647,849

The second two columns represent the disposition of the total domestic production, and in this connection it is pointed out that the figures representing the wheat which is consumed by the producer are based on the harvest of the preceding year.

Notwithstanding the increase in the quantity of home-grown wheat, it will be noted that in 1928 imports exceeded 1926 by over 19,714 tons. This increase can not be attributed to a more intensified bread consumption, the quantity milled having fallen from 77 to 74 per cent. It is, however, in part due to the Government having considerably increased its wheat reserves by more than 40,000 tons: from 98,050 metric tons on December 31, 1925, to 139,586 tons on December 31, 1928.

From 1926 to 1928 domestic producers supplied 30·7 per cent of all the wheat consumed in Switzerland (647,849 tons). About two-thirds of the imports of foreign wheat or 42·3 per cent of the total consumption came from Canada, and about one-quarter from the United States and the Argentine. The share of other countries was insignificant.

The subjoined table shows the annual average wheat supply for the years 1926 to 1928 inclusive, and also the percentage coming from each country of origin:—

Origin	Metric Tons	Percentage
Canada	274,241	42.3
Switzerland	198,133	30.7
United States	114,798	17.7
Argentina	34,380	5.3
Russia	10,114	1.6
Australia	8,088	1.2
Other countries	8,092	1.2
Total	647,849	100.00

The following table shows the use to which wheat is put and is based on estimates:—

For Human Food—	Metric Tons	Percentage
Self-feeding	67,385	10.4
Delivered to Confederacy	56,232	8.7
Imported	442,715	68.3
Total	566,333	87.4
Other Uses—		
Sowing	12,000	1.9
Poultry food	17,000	2.6
For other animals	52,515	8.1
Total	81,515	12.6

With the abolition of the Government grain monopoly, which passed out of existence on July 1, the State is, in order to encourage the home growing of wheat, purchasing the domestic production at a price which has been fixed at 8·50 francs over the ruling world market price. The total purchase price must, however, be a minimum of 40 francs per 100 kilos compared with 38 francs previously. The milling premium paid by the Government to Swiss millers amounts to 7·50 francs per 100 kilos as against 5 francs under the monopoly, while millers in mountain regions now receive 11 francs instead of 8 francs.

CHANGES IN CONSULAR LIST

The Department of External Affairs has received a notification to the effect that the Italian Government has decided to abolish its consular agencies at Hamilton and Niagara Falls.

SHIPPING FACILITIES TO SOUTH AMERICAN COUNTRIES

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, writes as follows with respect to shipping facilities for Canadian exporters to South America.

Canadian-River Plate.—The Canadian National Steamships maintain a monthly service of freight ships from Montreal in summer and Halifax in winter to Rio de Janeiro, Santos, Montevideo, Buenos Aires and return. Messrs. Houlder Brothers & Co., Ltd., are the South American agents. The commencement was made in May, 1928, when the *Canadian Ranger* left from Montreal for Buenos Aires with only a few packages of freight. Succeeding ships gradually filled, until from the third or fourth sailings satisfactory cargoes have been obtained both ways. A monthly service is supplied during the summer from Montreal to the River Plate and intermediate ports by the Linea Sud Americana; Messrs. McLean Kennedy Ltd., 119 Coristine Building, Montreal, are the Canadian agents.

New York-River Plate.—Passenger and freight ships of the Lamport & Holt Line, whose New York agents are Messrs. Sanderson & Co., 26 Broadway, New York, and the Munson Steamship Line, 67 Wall St., New York, provide frequent services from New York to Argentine and intermediate ports. The Prince Line (agents, Furness, Withy & Co. Ltd., 34 Whitehall St., New York), also maintain a passenger and freight service to the River Plate.

New York-Chile.—The Pacific Steam Navigation Co., 26 Broadway, New York, and Messrs. W. R. Grace & Co., 10 Hanover Square, New York, provide a regular passenger and freight service from New York to Chilean and neighbouring ports.

Vancouver-Around South America.—The Westfal Larsen Line of Bergen, Norway (agents, The Empire Shipping Co. Ltd., 815 Hastings St. West, Vancouver), give a monthly freight service from Vancouver to the River Plate via the Straits of Magellan, touching at intermediate ports and returning via the Panama Canal. It is stated that this line will shortly route its ships southward through the Panama Canal, returning via the Straits of Magellan. The Pacific-Argentine-Brazil Line, owned by the McCormick Steamship Co., San Francisco (agents, The Kingsley Navigation Co. Ltd., Pacific Bldg., Vancouver), also supplies a monthly service Vancouver-Argentina-via Chile, Straits of Magellan and intermediate ports, returning via Brazil and the Panama Canal.

TARIFF CHANGES AND CUSTOMS REGULATIONS

British Merchandise Marks Act: Raw Tomatoes

In a report issued on July 4 the Merchandise Marks Committee recommend that the British Government should make an order in council prohibiting the importation of raw tomatoes unless each container bears an indication of origin.

United States Labelling on Canned Mixed Vegetables or Fruits

Mr. M. M. Mahoney, Chargé d'Affaires, Canadian Legation, Washington, has forwarded a statement issued on July 6 by the Food, Drug and Insecticide Administration of the Department of Agriculture of the United States with regard to labels on canned mixed vegetables or fruits. The statement is as follows:—

Investigation shows that in some cases the pictorial designs represent vegetables not present in the cans or fail to depict others which are present. As the Federal Food and Drugs Act defines as misbranded an article of food which bears any statement, design or

device which shall be false or misleading in any particular, the use of a vignette on a label depicting vegetables not present in the can in substantial amounts is improper, as is also a vignette which fails to display all vegetables present.

Listing the names of the vegetables present is not regarded as necessary, but when a list is given it should be complete and include only vegetables actually present. A list correctly stating the ingredients does not serve to correct a false and misleading vignette.

No objection is raised to the designation "mixed vegetables" or expressions of similar meaning for products consisting of a number of vegetables. This name, however, or any other which implies vegetables canned in the succulent state, should not be used on products containing dried vegetables, unless appropriate declaration is conspicuously made showing the presence of soaked dry vegetables of the variety used. In cases where dried vegetables are used the vignette employed should not picture the vegetables in the succulent state.

The general principles set forth here with respect to mixed vegetables are also applicable to labels for mixed fruits.

Cuban Tariff on Potatoes Increased

Mr. Enrique Heymann, Canadian Trade Commissioner's Office, Havana, writes that a Cuban Decree No. 1043 of July 4, 1929, establishes the following new tariff on potatoes effective on shipments made after July 4:—

	Maximum Tariff	General Tariff (Applies to Canada)	Rate to United States
Seed potatoes, cut in pieces, with the sprouts plainly visible, preserved in ashes or other substances, and whole potatoes (not cut in pieces) of varieties which the Secretary of Agriculture reports will be imported exclusively for seed purposes	Free	Free	Free
Potatoes imported from November 1 to June 30, inclusive, of each year, per 100 kilos. (220 lbs.) gross	$10.00	$5.00	$4.00
Potatoes imported from July 1, to October 31, inclusive, of each year, per 100 kilos. gross	$3.00	$1.50	$1.50

The former tariff had a similar provision for free entry of seed potatoes. On other potatoes the general tariff (applicable to Canada) was $2 per 100 kilos gross for the period, December 1 to May 31; and $1 from June 1 to November 30. The corresponding rates to the United States were $1.60 and 80 cents, i.e., a reduction of 20 per cent of the duty, the same as under the new tariff. The maximum tariff was double the general tariff.

French Tariff on Steels Containing Manganese

The Canadian Trade Commissioner's Office, Paris, advises that the *Journal Officiel* of June 23, 1929, contains a tariff decision, to be effective from July 24, which will establish the following new duties:—

	General Tariff	Minimum Tariff	Rate to Canada	Item No.
		(Francs per 100 kg. gross)		
Special steels containing more than 6 per cent of manganese	300	75	87.75	207 quater
Formerly	58	14.50	21.75	207
Steel sheets containing more than 6 per cent manganese	376	94	141	210 bis
Formerly	69-288	17.25-72	25.20-82	210

The franc has a value slightly under 4 Canadian cents and 100 kilogs equals 220·4 pounds avoirdupois.

Temporary Importations into Italy

The Canadian Trade Commissioner's office, Milan, advises that the Italian *Gazzeta Ufficiale* for June 1 contains a decree-law dated May 9, which adds the following to the list of goods which may be imported into Italy under the "temporary importation" regulations, viz:—

Aluminium sheets, from 0·2 to 0·5 millimetre thick, for the manufacture of kitchen utensils (provisional concession valid until May 31, 1930); unworked iron and steel sheets,

for the manufacture of various articles embossed by mechanical pressure, whether re-exported in the rough condition or polished, oxidized, varnished, enamelled or coated with other metals, and for the manufacture of galvanized household vessels and utensils; tinned iron sheets, to be lithographed and made into boxes for bread, biscuits, etc.; unworked iron sheets, for the manufacture of tinned articles; explosives with a nitro-cellulose basis, Rottweil type, for the manufacture of cartridges (provisional concession valid to May 31, 1931); and hats of hemp and visca, rough, not shaped, plaited in one piece (not including crocheted hats), to be bleached, dyed, and shaped.

It is understood that the "temporary importation" regulations applicable to the foregoing goods provide either for duty-free entry or refund of duty when the finished articles are exported.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JULY 15, 1929

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 15, 1929. Those for the week ending July 8, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending July 8 1929	Week ending July 15, 1929
Austria	Schilling	.1407	$ .1434	$ .1419
Belgium	Belga	.1390	.1398	.1396
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0298	.0297
Denmark	Krone	.2680	.2682	.2677
Finland	Markka	.0252	.0253	.0253
France	Franc	.0392	.0394	.0393
Germany	Reichsmark	.2382	.2397	.2393
Britain	Pound	4.8666	4.8885	4.8756
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4045	.4035
Hungary	Pengo	.1749	.1762	.1759
Italy	Lira	.0526	.0526	.0525
Jugo-Slavia	Dinar	.1930	.0177	.0176
Norway	Krone	.2680	.2683	.2678
Portugal	Escudo	1.0805	.0453	.0452
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1461	.1457
Sweden	Krona	.2680	.2698	.2693
Switzerland	Franc	.1930	.1936	.1932
United States	Dollar	1.0000	1.0070	1.0051
Argentine Rep.	Peso (Paper)	.4244	.4230	.4219
Brazil	Milreis	.5462	.1194	.1195
Chile	Peso	.1217	.1218	.1216
Colombia	Peso	.9733	.9728	.9750
Mexico	Peso	.4985	.4806	.4813
Peru	Libra	4.8666	4.0275	4.0206
Venezuela	Bolivar	.1930	.1933	.1934
Uruguay	Peso	1.0342	.9741	.9825
Cuba	Peso	1.0000	.9993	.9995
Batavia, Java	Guilder	.4020	.4032	.4025
China	Tael	.....	.5815	.5867
India	Rupee	.3650	.3650	.3612
Japan	Yen	.4985	.4500	.4563
Siam	Baht (Tical)	.4424	.4568	.4523
Singapore, Str. Settlements	$	.5678	.5650	.5640
Jamaica	Pound	4.8666	4.8815	4.8724
Barbados	$	1.0000	1.01 11/64—1.02 1/4	1.01 —1.02
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.01 11/64—1.01 15/16	1.00 7/8—1.02 1/8
Martinique	Franc	.0392	.0393	.0393
Guadeloupe	Franc	.0392	.0393	.0393

Canadian Trade Commissioners and Commercial Agents should be kept suppiled with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

640. Frozen Salmon.—A firm of Rotterdam importers and agents desire to receive quotations, preferably c.i.f. Dutch port, on frozen New Brunswick salmon.

641. Hay.—Canadian hay exporters with available surplus should submit quotations c.i.f. Dutch port.

Miscellaneous

642. Yarn.—A commission agent in Havana desires to represent a Canadian exporter of yarn for the manufacture of towels.

643. Fountain Pen Sacs.—A London firm inquire for the address of Canadian manufacturers of rubber fountain pen sacs, and invite samples and quotations c.i.f. London.

644. Newsprint.—Concern in the Netherlands desires quotations on unglazed white newsprint in reels and sheets, preferably from Pacific Coast exporters, for shipment to China. Prices should be c.i.f. main China ports.

645. Hardwoods.—A London firm of timber agents and merchants would be glad to represent Canadian manufacturers and shippers of hardwoods, including birch (all grades), maple, and maple flooring.

646. Handles.—A Glasgow manufacturers' agent, doing a large business amongst brushmakers for broom and other handles, would consider representation for a Canadian firm manufacturing broom handles.

647. Hardware.—A firm of manufacturers' agents in Glasgow want agencies for kitchen wire goods, broom and other wooden handles, and any other hardware lines.

648. Wire Brushes.—A New Zealand firm of manufacturers' representatives and importers desire to receive catalogues and price lists from manufacturers of wire brushes desirous of catering to that market, with a view to securing their representation for New Zealand.

649. Novelties.—Canadian manufacturers of domestic novelties should communicate with Dutch concern.

650. Hardware.—Firm in Amersfoort, Holland, are interested in all kinds of general hardware for household use as well as garden equipment (sprayers, hose, tools, etc.).

651. Agricultural Implements.—Dutch importers wish to purchase Canadian hay and manure forks. Prices are requested, preferably on a c.i.f. basis.

652. Mica.—Dutch importers desire quotations, preferably c.i.f. Rotterdam or Amsterdam, on sheet mica for stoves.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Cherbourg and Southampton.—Empress of Australia, July 23 and Aug. 13; Empress of Scotland, July 30 and Aug. 20; Montroyal, Aug. 7—all Canadian Pacific.

From Montreal

To Avonmouth.—Nessian, White Star Line, July 24; Kastalia, Aug. 7; Salacia, Aug. 17—both Anchor-Donaldson.

To Belfast.—Carrigan Head, Head Line, Aug. 7.

To Cardiff and Swansea.—Nessian, White Star Line, July 24; Kastalia, Aug. 7; Salacia, Aug. 17—both Anchor-Donaldson.

To Dublin.—Lord Antrim, July 24; Carrigan Head, Aug. 7—both Head Line.

To Glasgow.—Minnedosa, Aug. 3; Melita, Aug. 17—both Canadian Pacific; Athenia, July 26; Carmia, Aug. 2; Letitia, Aug. 9; Cortonia, Aug. 16—all Anchor-Donaldson.

To Hull.—Cairndhu, July 30; Kenmore, Aug. 9—both Furness Line.

To Liverpool.—Duchess of Athol, July 26; Duchess of Bedford, Aug. 2; Montrose, Aug. 9; Duchess of York, Aug. 14—all Canadian Pacific; Regina, July 27 and Aug. 24; Laurentic, Aug. 3; Doric, Aug. 10—all White Star Line; Andania, Aug. 2; Letitia, Aug. 9; Antonia, Aug. 16—all Cunard Line.

To London.—Beaverford, July 26; Beaverhill, Aug. 2; Beaverburn, Aug. 9; Beaverbrae, Aug. 16; Beaverdale, Aug. 23—all Canadian Pacific; Canadian Planter, July 25; Canadian Inventor, Aug. 3; Canadian Mariner, Aug. 13; Canadian Spinner, Aug. 23—all Canadian National; Ausonia, July 26 and Aug. 23; Ascania, Aug. 2; Alaunia, Aug. 9; Aurania, Aug. 16—all Cunard Line; Cairndhu, July 30; Kenmore, Aug. 9—both Furness Line.

To Manchester.—Manchester Producer, July 25; Manchester Commerce, Aug. 1; Manchester Regiment, Aug. 8; Manchester Division, Aug. 15; Manchester Brigade, Aug. 22—all Manchester Line.

To Newcastle and Leith.—Cairnglen, Aug. 2; Cairnross, Aug. 9—both Thomson Line.

To Southampton.—Montcalm, July 24 and Aug. 21; Montclare, Aug. 1; Metagama, Aug. 15—all Canadian Pacific; Megantic, White Star Line, Aug. 8.

To Antwerp.—Canadian Planter, July 25; Canadian Inventor, Aug. 3; Canadian Mariner, Aug. 13; Canadian Spinner, Aug. 23—all Canadian National; Montclare, Aug. 1; Beaverhill, Aug. 2; Metagama, Aug. 15; Beaverbrae, Aug. 16—all Canadian Pacific.

To Bordeaux and Havre.—Hada County, July 21; Kent County, Aug. 5—both County Line.

To Bremen.—Crefeld, Aug. 3; Koeln, Aug. 24—both North German Lloyd.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, July 30.

To Hamburg.—Montcalm, July 24 and Aug. 21; Beaverford, July 26; Beaverburn, Aug. 9; Beaverdale, Aug. 23—all Canadian Pacific; Liguria, July 26; Brant County, Aug. 2; Labelle County, Aug. 9; Elmshorn, Aug. 16; Kings County, Aug. 23—all County Line; Crefeld, Aug. 3; Koeln, Aug. 24—both North German Lloyd.

To Norwegian Ports.—Foldenfjord, Norwegian-American Line, late July.

To Rotterdam.—Grey County, July 27; Laval County, Aug. 10; York County, Aug. 21—both County Line.

To South France and Italian Ports.—Valperga, July 27; Valcerusa, Aug. 2; Valfiorita, Aug. 20—all Lloyd Mediterraneo Italian Service.

To South African Ports.—Calumet, July 21; Fantee, Aug. 7; Calgary (also calls at Sierra Leone), Aug. 21—all Elder Dempster Line.

To South American Ports.—A steamer (Buenos Aires only), Canadian-South American Line, July 30; Canadian Pathfinder, Canadian National, Aug. 20.

To Australian Ports.—Canadian Explorer, July 30; Canadian Cruiser, Aug. 15—both Canadian National.

To New Zealand Ports.—Canadian Challenger, July 25; Canadian Britisher, Aug. 24—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Colborne, July 27; Cornwallis, Aug. 10; Champlain, Aug. 24—all Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cavelier, July 27 and Aug. 24; Lady Somers, Aug. 3; Cathcart, Aug. 10; Lady Rodney, Aug. 17—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Spica, Aug. 2; a steamer, Aug. 16—both Ocean Dominion.

To St. John's, Nfld.—Rosalind, Furness-Red Cross Line, July 26, Aug. 9 and 23; Cabot Tower, Newfoundland-Canada Steamships, July 27 and Aug. 13.

To Cornerbrook.—New Northland, July 24, Aug. 7 and Aug. 21; North Voyageur, July 29, Aug. 12—both Clarke SS.

To St. Pierre-Miquelon, St. John's, Grand Bank and Belleoram.—Cabot Tower, Newfoundland-Canada Traders, July 27 and Aug. 13.

To Victoria and Vancouver.—Canadian Ranger, July 24; Canadian Importer, Aug. 20—both Canadian National.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Aug. 1; Lady Nelson, Aug. 15—both Canadian National.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada Traders, Aug. 3.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday, and Saturday.

From Halifax

To Liverpool.—Nova Scotia, Aug. 3; Newfoundland, Aug. 20—both Furness, Withy.

To Londonderry and Glasgow.—Transylvania, Cunard Line, Aug. 19.

To London.—Maryland, White Star Line, July 24.

To St. John's, Nfld.—Nerissa, July 23. Aug. 6 and 20; Fort St. George, July 30 and Aug. 17; Nova Scotia, Aug. 3—all Furness, Withy; Farnorth, Farquhar SS., July 27, Aug. 2, 10, 16, and 24.

To St. Pierre-Miquelon.—Farnorth, July 27, Aug. 2, 10, 16, and 24; Fernfield, Aug. 3 and 17; Sambro, Aug. 6 and 24—all Farquhar SS.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada Traders, Aug. 5.

To Kingston (Jamaica).—Cavelier, July 30; Cathcart, Aug. 13—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Colborne, Aug. 1; Cornwallis, Aug. 15—both Canadian National.

To Bermuda, St. Kitts, Nevis. Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, July 26; Lady Drake, Aug. 9; Lady Nelson, Aug. 23—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar, July 24 and Aug. 21; Caledonia, Aug. 7—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of Russia, July 25; Empress of Asia, Aug. 8—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hong Kong.—Protesilaus, Blue Funnel, Aug. 6.

To Yokohama, Osaka, Dairen and Shanghai.—London Maru, Osaka Shosen Kaisha. Aug. 7.

To Auckland, Wellington and Lyttleton.—Golden Cloud, Oceanic and Oriental Navigation Co., Aug. 12.

To Honolulu, Suva, Auckland and Sydney.—Makura, July 24; Aorangi, Aug. 21—both Canadian-Australasian Line.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Parrakoola, Transatlantic SS., Aug. 9.

To Auckland, Wellington, Melbourne and Sydney.—Waikawa, Canadian-Australasian Line, Aug. 15.

To Liverpool, London and Rotterdam.—Nebraska, July 31; Narenta (also calls at Southampton), Aug. 14—both North Pacific Coast Line.

To Manchester.—Pacific Reliance, Furness Pacific, July 28.

To Hamburg, Bremen and Antwerp.—Los Angeles, July 26; Isis, Aug. 16—both Hamburg-American Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Gassterdyk, North Pacific Coast Line, July 30.

To Havre, Dunkirk, Antwerp and Bordeaux.—Notre Dame de Fourvier, July 29; Texas, Aug. 13—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Rialto. July 23; Fella, Aug. 19—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—A motorship, Westfal-Larsen Line, Aug. 1.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), Including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana. Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley —Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, care of British Legation, Athens. (Territory includes Turkey.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics. *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, care of British Legation, Oslo. Territory includes Scandinavian countries and Finland. *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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UNIVERSITY OF TORONTO
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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, July 27, 1929 No. 1330

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INDEX TO THE *COMMERCIAL INTELLIGENCE JOURNAL*

The Index to the *Commercial Intelligence Journal* for the six months ended June 30, 1929 (Nos. 1301 to 1326 inclusive), is being sent out with this issue. Canadian manufacturers and exporters are strongly advised to file all numbers of the *Commercial Intelligence Journal* for future reference, and to preserve them, with the index, in bound volumes, or in some other convenient form. Back numbers (with the exception of those which may be out of print), as well as additional copies of the index, may be had free of charge on application to the Department of Trade and Commerce, Ottawa.

MR. STRONG TO VISIT COLOMBIA AND VENEZUELA

Mr. J. A. Strong, Canadian Trade Commissioner in Panama City, intends shortly to visit Colombia and Venezuela in the interests of Canadian trade. Firms interested in this market are requested to write to Mr. Strong, P.O. Box 222, Panama City, Republic of Panama.

TRADE COMMISSIONERS ON TOUR

Mr. Ross

Mr. D. H. Ross, Trade Commissioner to Australia, will be visiting the undermentioned towns and cities as follows:—

Stratford .. .. July 27	Windsor and Border Cities Aug. 1 to 3
London .. .. July 29 and 30	Toronto .. .. August 5 and 6
Chatham .. .. July 31	

Mr. McColl

Mr. E. L. McColl, Trade Commissioner in Argentina, will be visiting the undermentioned towns and cities as follows:—

Vancouver .. .. August 1 to 10	Calgary .. .. August 23
Victoria .. .. August 12 to 13	Edmonton .. .. August 25 to 26
New Westminster .. .. August 15	Winnipeg. .. .. August 29
Port Coquitlam.. .. ..August 16	Port Arthur.. .. .. August 30
Summerland. .. .. .. August 19	Fort William .. .. August 30
Vernon .. .. August 22	Sudbury.. .. .. September 3

Mr. Poussette

Mr. H. R. Poussette is a making a tour in the interests of trade with India and Ceylon. The following is his itinerary until September 9:—

Halifax .. ..July 26 to 29	Kelowna.. .. ..Aug. 13
Amherst .. ..July 30	Vancouver and New Westminster ..Aug. 15-24
Moncton .. ..July 31	Victoria .. ..Aug. 26-28
Quebec .. ..Aug. 2 and 3	Edmonton. .. ..Sept. 3
Calgary .. ..Aug. 8	Winnipeg .. ..Sept. 6, 7, and 9
Vernon.. .. ..Aug. 12	

Mr. Young

Mr. R. T. Young, Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, is now making a tour. His itinerary for the Maritime Provinces and Quebec follows:—

Moncton, N.B. .. .. .. July 27	Montreal.. .. .. July 31-Aug. 15
Quebec.. .. .. July 29	Granby.. .. .. Aug. 16
Three Rivers. .. .. .. July 30	

Mr. Wilgress

Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, will tour the following centres:—

Smiths Falls .. .. July 27	Kitchener .. .. August 1
Oshawa .. .. July 29	Guelph.. .. .. August 2
Brantford.. .. .. July 30 and 31	

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association; in that of Toronto with Mr. Alex. Marshall, Canadian Manufacturers' Association; and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

JAPANESE MARINE PRODUCTS INDUSTRY AND MARKETS FOR IMPORTED FISH

James A. Langley, Canadian Trade Commissioner

Kobe, June 20, 1929.—The marine products industry is one of the most important in the island empire of Japan, as it has been from ancient times when, due to the influence of Buddhism, the people were prohibited from eating meat. For some time the industry, rich in fishing grounds, was handicapped by the lack of modern methods of fishing, but as soon as these were introduced it grew by leaps and bounds. Deep-sea fishing began to be of importance soon after the Russo-Japanese war in 1905, at which time the Government regulations for its prosecution were drawn up, and the first use of steam trawlers was made. From 1907 steam-propelled vessels were introduced in whaling, tunny and bonito fishing, not only in home waters, but in concessions from the Russian authorities. The number of vessels engaged in the industry during 1927 is placed at 354,544, of which 20,797 are equipped with motors. Men employed in the trade numbered 1,479,776 in 1927, of whom 762,231 were professional fishermen, the others taking part from time to time depending on the season and the kind of fishing engaged in. The exact figures of the capital investment in this business are not obtainable with any degree of accuracy, but an estimate places the number of corporations engaged in fishing at 220 with a total capitalization of 84,000,000 yen. In addition to the consolidation of companies engaged in the canning of crab, a movement was started last year for the formation of a large combine to include all interests engaged in sardine fishing and canning. In addition, an appropriation of 1,500,000 yen was set aside as subsidies to the fishing industry and for the carrying on of investigations, for the development of small fishing ports, and for the encouragement of the construction of fishing vessels with auxiliary power-driven equipment.

Marine products for the year 1927, according to the Ministry of Agriculture and Forestry, were divided as follows:—

	Quantity 1,000 Kwan	Value 1,000 Yen
Food fish	88,953	149,070
Fertilizers	63,386	29,448
Fish oil	8,175	3,698
Canned fish	3,881	9,667
Isinglass	369	4,129
Salted fish	12,576	9,975

Note.—1 kwan equals 8.2672 lbs.

In the export field, Japan ships a large quantity of canned crab and canned salmon, as well as other kinds of marine products such as dried bonito, isinglass —in the production of which this country leads the world—and iodine to Europe and the United States. Salted and dried fish and shell fish to the extent of about 40 per cent are exported largely to China and the East Indies. Canned crab is exported to the United States, and, to the extent of about 25 per cent of the total, canned salmon, canned crab, and fish oil to Great Britain.

DEVELOPMENT IN CRAB MEAT INDUSTRY

The crab canning industry in Japan continued to expand during 1928. The total pack for the year, according to the inspection figures, amounted to 576,544 cases, as compared with 508,570 cases for the year before. In connection with these figures it might be well to point out that, while they seem to indicate a check on the growth of the industry, they are by no means conclusive as to the actual pack as a case may undergo inspection two or three times. According to the inspection officials, while the actual number of cases passing through their hands was 576,544, the estimated total pack was about 480,000

cases. Of this total about two-thirds was put up in half-pound tins, and the balance in one-pound and quarter-pound tins, mostly for domestic consumption. Prices during the year were about 10 per cent higher than for the previous period, and the sales in overseas markets increased by 27,000 cases, with a decided decrease in year-end stocks held in Japan. This improvement seems to be largely attributed to stricter supervision of packing, to limitation of catches by the Government, and to decreasing competition through the amalgamation of canneries. Formerly Japanese fishing concerns used to put up their products in plants located on land, but floating canneries have now come into use, and are increasing in numbers. The change is due to the fact that the crab, which lives on the bottom of the sea, moves annually, and in order to reduce operating expenses it was found more economical to bring the canneries to the fishing grounds rather than the crabs to the canneries. The land canneries are almost all located on the eastern coast of Kamchatka, while the crabs have moved to the western coast. The largest floating cannery, the *Karafuto Maru*, is 3,000 tons, with other ships ranging from 1,000 to 2,000 tons. During the early days of 1928 the owners of floating crab canneries, under encouragement from the Department of Agriculture and Forestry, consolidated their operations into two large groups. The Japan Floating Cannery Company Limited, with a paid-up capital of over 2,000,000 yen, and operating nine steamers as floating canneries, and the Showa Floating Cannery Company, with a capital of 1,000,000 yen and operating six steamers as floating canneries, amalgamated. The production of these two companies amounted to 303,594 cases out of the total pack, or about two-thirds of the output, of which quantity the Japan Floating Cannery Company produced 198,790 cases and the Showa Floating Cannery Company 104,804. The balance of the production was divided between the Japan-Russian Fisheries Company and the Ako Company, a Russian organization, producing in the vicinity of 30,000 cases and employing Japanese fishermen and canning equipment on two steamers. The Russian organization has decided to increase its number of ships to six during the present fishing season, and this is looked upon as very serious competition by the Japanese interests.

SELLING ORGANIZATION

The Japan Floating Cannery Company, in co-operation with the Japan-Russian Fisheries Company, have established a joint sales company. The pack of the former is marketed through Mitsui & Company, while that of the Showa Floating Cannery Company is entrusted to the Mitsubishi Company. An agreement was made between the selling organizations to co-operate in the disposal of their goods, and to maintain a steady market price. The operators also agreed to fix the number of floating canneries operating along the west coast at 18, and to make a 10 per cent reduction in the pack—that is, 10 per cent less than the total pack permitted by the Government.

In order to foster the increasing demand for crab exported from Japan, the Japan Crab Canning Association, an association formed under official auspices, has approved an expenditure of 100,000 yen in order to establish a selling organization in New York, to participate in exhibitions, and for general advertising and the education of the public as to the merits of the Japanese canned crab. It was also planned to establish a permanent exhibition in New York and to open a restaurant in a central location where crab specialties will be served and experiments conducted in the use of crab meat in the preparation of special dishes.

EXPORTS BY DESTINATIONS

The total exports of Japanese canned crab in 1928 were placed at 508,914 cases, while those for the previous twelve months totalled 381,469 cases. The

distribution of the 1928 exports was as follows: United States, 284,718 cases; Canada, 5,393; Hawaii, 3,882; England, 163,120; Australia, 18,212; France, 10,447; Germany, 3,949; Denmark, 7,934; others, 11,249 cases.

LOWER OUTPUT EXPECTED IN 1929

The Japanese fleets of canning ships have now been at the fishing grounds for a considerable length of time, and the catch conditions are said to be poor so far this season, the production being placed at barely one-third of last year's catch for the same period. This is probably due to a certain extent to poor fishing conditions, but may be attributed mainly to the controversy that is going on between the Japan-Russian Fishing Company and other interests in Japan which stepped in at the auction of fishing rights in Russian waters and overbid the Japan-Russian Fishing Company for about two-thirds of their best fishing grounds. Although negotiations have been pending for the last few months, a settlement does not appear likely to be reached in the immediate future; consequently the best fishing period is passing with the largest fishing concern practically inactive. In view of these difficulties, the contention is held that the very best output which the Japan-Russian firm will be able to send to the market will be in the vicinity of 40,000 cases as compared with last year's 120,000 cases, and this is only provided their negotiations are successfully terminated within the next few weeks, which does not seem likely. The pack outturn by the Ako is expected to show a slight increase over last year, but not commensurate with the tonnage employed, as Japanese fishermen hesitate to take employment under Russian supervision.

JAPANESE CANNED SALMON INDUSTRY

During the 1928 fishing season in Siberian and northern Japanese waters the period was favoured by the largest run of salmon in the history of the industry. It was estimated that had the whole catch been canned there would have been over a million cases of reds alone. The run commenced in June on an enormous scale, and with the weather through the height of the season remaining favourable, fishing operations were not hindered in any way. There was an immense run of chums, starting a little earlier than in ordinary years, along the west coast of Kamchatka, with a considerable catch during the early part of July. There was a greater number of chums than in any recent year, coming in vast numbers with or preceding the coming of the red salmon, instead of at the close of the red run, which was later than usual. This grade is regarded by many as the finest in flavour of the Kamchatka salmon and is practically all salted or frozen. It is estimated that between two and three years' normal catch was taken. Pink salmon were also in immense quantity, but were neglected by those canneries that were enjoying a heavy run of reds, and by those salting stations that were so fortunate as to be overwhelmed by the early arrival of chums. The catch and pack of pink salmon were somewhat less than expected, but through no lack of fish.

There has been an increase in the number of canneries, Ako (the Soviet organization) adding two—one on each coast—and the Japanese-Russian Fishing Company two on the west coast. Also a number of concerns who had previously packed fish transported from Kamchatka to Aomori in ice found it to their interest to transfer their operations to concessions on the west coast of Kamchatka. In addition, the Japanese-Russian Fishing Company transported a half-million reds from Ust-Kamchatka to a few of their southern canneries on the west coast by means of their well-equipped refrigerator steamers in order to have them canned. The Aomori packers of pink salmon caught in Kamchatka or Saghalin waters showed considerable development. The "Daito" cannery, controlled by the Mitsubishi interests, was expanded and packed nearly

half the total production of the Aomori packers. The salmon so packed was put up mainly in 1-pound flat (pinks) for domestic consumption, but about 20,000 pink talls and 2,000 halves were stated to be for export.

EXPORTS OF CANNED SALMON (RED)

Canned salmon exports (red) for 1928 totalled 503,604 cases, showing a gain of 135,144 cases over 1927. Of these, 281,024 cases were forwarded to the United States (the largest consumer) and 162,170 cases to Great Britain. The export price for the year was about 40 yen per case, an increase of about 10 yen over the 1927 quotation.

Of the above quantity of salmon exported, the largest part was supplied by the Japanese-Russian Fishing Company, whose production of canned salmon and crab is placed at 1,301,100 cases. This is more clearly illustrated by the following figures, which also give the production of this company during the two previous years:—

	1928	1927	1926
	Cases	Cases	Cases
Red salmon	770,000	508,295	525,646
Silver salmon	32,000	57,962	82,522
Canned crab, etc.	499,000	277,854	398,287
Total	1,301,000	844,111	1,006,455

This year's production by the Japanese-Russian Fishing Company shows a gain of 457,000 cases or 54 per cent over the preceding year, and also 295,000 cases or 29 per cent over 1926, when the catch broke all the previous records.

HERRING FISHERY CORPORATION

Considerable progress has been made in the negotiations for the consolidation of the large herring fishery interest with headquarters in Hokkaido. The idea is to study more modern methods for effective yet consistent fishing, limitation of production and improved marketing of herring products. Various schemes of amalgamation have been discussed among the fishing groups. The one that appears likely of adoption is that the combine should have a subscribed capital of 50,000,000 yen, of which 35,000,000 yen is to consist of tentative fishery rights, 5,000,000 yen of fishing net rights, and the balance, 10,000,000 yen, to be raised through the sale of stocks and by low-interest loans from the Government. It is contended that the present rather indiscriminate hauling and production methods near coasts at the time the fish swarms are responsible for an annual revenue of slightly less than 20,000,000 yen, from 800,000 koku of fish caught. It is affirmed that the present method restricts the fishing season to about two months, in contrast to a much longer season on the other side of the Pacific. The fact that the Pacific Coast herring trade with China is making steady headway at the expense of the Japanese producers is laid to this factor, and to meet this competition it is suggested that Japanese fishermen should adopt the fishing methods in vogue in Canada and the United States. A limitation of production, and improved fishing methods, will enable the fishing interests to obtain a much larger yearly income from a catch that is not one-third of the present. A greater percentage of herring could be diverted to the foodstuff market if better means of preparation for edible purposes were in use. At the present time it is estimated that only 20 per cent of the entire herring catch goes into the food market in dried form, not smoked, and the balance is used for fertilizing purposes, being manufactured into fish guano. The use of fish meal as a fertilizer is fast being replaced by chemical fertilizers, which are making steady inroads into the market formerly held by fish meal.

MARKET FOR SALTED SALMON

The rapid expansion of the salmon fishing industry in Siberia and northern Japan is of particular interest to Canadian salteries. The chum trade has been noticed especially, as it is regarded by many as the finest in flavour of the Kamchatka salmon, and is practically all salted or frozen, and sold in competition with the Canadian product both in Japanese as well as Chinese markets. Salted salmon, together with herrings, are about the only kinds of Canadian fish not canned that it might be possible to import in larger quantities, although they are faced with the adoption of more modern salting methods in Japanese plants, and larger annual runs of fish in northern waters. Salted salmon, whether of domestic or foreign production, is practically all consumed in Japan, and very little re-exported as is the case with herrings. The demand comes along during the fall and winter months at appreciated prices when fresh fish are not available in usual quantities, and it is particularly popular at New Year when it is a favourite gift by the Japanese to their friends. As a result of these factors there is what might be called an abnormal demand for salted salmon during December and January, and it is during this period that Canadian salmon is in particular demand owing to its superior appearance and larger size when compared with the Japanese or Kamchatka fish.

In salting salmon the Japanese usually make a slit in the body of the fish, through which the insides are removed. The fish is then sprinkled generously with salt and placed on straw mats arranged in layers on racks from 8 to 10 feet high, in such a way that the brine is allowed to drain away. These racks are protected by a covering made from poles and straw matting. The fish thus handled may not appeal to the Western palate, but it is well suited to the taste of the Japanese, being half-dried and very salty and is not affected by the climate.

Kamchatka salted salmon has the largest consumption in Japan. It is estimated that at least 60 per cent of the salted salmon seen in shops is from Siberia. The fish are of various sizes and the meat strongly salted, with a very small shrinkage in weight when delivered. The taste is not as delicate as the Hokkaido variety, which when lightly salted is very pleasing and of a colour that appeals to the consuming public. Usually the shrinkage in Hokkaido fish amounts to a considerable item when the delivered weight is compared with that of the shipping weight.

FOREIGN IMPORTS

During the year 1928 some 37,896 cases of foreign salted salmon were imported into Japan through the port of Yokohama, the main port of entry for this commodity. This was mainly to meet the New Year's demand, of the usual calendar New Year and of those who still have their New Year's celebration in the month of February. This salmon was packed in wooden cases containing about 50 fish and weighing around 400 pounds net, five cases to the short ton. In addition to the salmon, there were somewhere in the neighbourhood of 1,200 boxes of salmon roe brought in from foreign sources of supply. Of the 37,896 cases imported, the Japanese statistics show 34,732 cases valued at $580,301 (the yen being taken at 46 cents) as having come from Canada, and 3,129 cases with a value of $52,357 as originating in the United States.

METHODS OF HANDLING

With regard to methods of handling, it is generally understood that this trade is largely in the hands of Japanese. The fish are obtained from British Columbian waters by Japanese fishermen who salt and ship them to their

connections in Japan. Occasionally shippers of salted salmon make an annual trip to Japan, coming over in November and December with their shipments. The consumption of Canadian salted salmon is confined mainly to the Tokyo area, due no doubt to the fact that so many well-to-do Japanese live in this part of the country. Other districts are supplied mainly with Kamchatka and Hokkaido products. Indications point to the fact that while the demand for Canadian salted salmon is limited to a small area, the consumption tends to increase annually, and will do so provided the price is within reasonable fluctuations, with the Japanese product as the basic quotation. Canadian salmon is much larger than any other being offered in this market, with a more delicate flavour. It is also claimed that there is not an excess of short weight, as is the case with some other brands. Generally, Canadian salted salmon is very popular with well-to-do families on account of its size and very acceptable appearance.

The basis of value for salted salmon in Japan is so much weight per yen, depending upon the quality.

PROSPECTS FOR CANADIAN FISH IN JAPAN

Up to the present time imported brands of canned fish have been consumed only by the foreign residents and by wealthy Japanese, as the prices asked for imported merchandise are very high, especially if one compares the price with that of fresh fish caught in the waters adjacent to Japan, and owing to the cost it is thus placed out of reach of the average person. Fresh fish may be had in almost any part of Japan, and it is estimated that the population wholly or partially dependent on the catching of fish for their livelihood numbers nearly 1,500,000. The favourite fish of the Japanese is the "Tai," which for the most part is eaten raw. Other varieties of fish that are popular with the Japanese are sardines, mackerel, bonito, herring, skipper, cod, salmon, salmon-trout, shark, crab, shrimp, oyster and carp. Whale-meat is sold quite extensively to be eaten either raw or cooked. The meals of the Japanese are very frugal, comparatively speaking. Rice is the staple food and is eaten at every meal, holding a more important place than does bread in Canada. Breakfast consists of soup made from vegetables, miso and water, pickles, and once in a while fish. Lunch consists of soup made from fish and vegetables; vegetables boiled in a sauce, fish in various forms and pickles. The Japanese dinner is practically the same as the mid-day meal, with fish prepared in some different way. Tea is served at all meals and is taken without either milk or sugar. The above is an average meal in a Japanese home. Of course in hotels and restaurants there are a greater number of courses served in an attractive style, but as these meals are very expensive they are not indulged in by the ordinary citizen. From this it may be seen that the average meal of the Japanese is a very simple one, in which there is no place for canned imported fish.

It is estimated that there are about 25,000 foreign residents in Japan, including 17,000 Chinese who live more or less along the same lines as the Japanese. In addition to these, there were about 30,000 visitors to Japan during last year, who lived at hotels and consumed foreign-style meals. It is from these people as a whole that the largest demand for imported canned fish comes. While these residents and travellers consume quite large quantities of canned fish in their homes and in the hotels, it must be realized that the quantity does not compare with what would be consumed in any other country.

METHODS OF MARKETING

Now and again wholesale grocery travellers visit Japan and carry a line of canned fish samples. These are shown to the larger foreign as well as to

Japanese grocers, who always carry a stock of foreign canned fish. Up to the present the greater part of the canned goods on display are of American origin, as Canadian travellers have overlooked this territory, and although the small import of Canadian canned goods has given the best of satisfaction, there has been no follow-up. Owing to the limited consumption of canned fish, orders for sardines, lobster, kippered herrings, etc., are placed along with the requirements of general grocery sundries. It would be a good idea if Canadian packers would get together and send a representative to the Far East at least once a year. His lines should consist of general groceries as well as canned goods, and he could include in his itinerary other Far Eastern countries as well as Japan.

PACKING

The fish should be put up in attractive-looking cans, with labels printed in two or more colours. As a matter of fact, the label in general use in Canada is quite suitable to the requirements of this market. The tins should be packed in good strong cases for export, and only one variety of fish should be put in each case. These latter should be numbered to correspond with the description of the contents to be given on the invoice. If this were done, the passing of the entry through the Customs Department would be very much expedited.

MARKET FOR CHAIR SEATS IN THE UNITED KINGDOM

Mr. Harrison Watson, Canadian Trade Commissioner, Canadian Building, Trafalgar Square, London, S.W. 1, England, as well as other Canadian Trade Commissioners in Europe, has written advising that he has received inquiries for chair seats of Canadian manufacture for European and South African requirements. Firms in a position to manufacture for export are requested to send samples and prices c.i.f. United Kingdom ports direct to Mr. Watson.

As these inquiries have been fairly numerous in the past, this opportunity is specially brought to the attention of exporters in Canada.

CROP PROSPECTS IN ENGLAND AND WALES

Harrison Watson, Canadian Trade Commissioner

London, April 11, 1929.—Conditions which have already been reported as responsible for seriously reducing the hay yield of England and Wales are also adversely affecting the cereal and root crops.

The monthly report just issued by the Ministry of Agriculture, and which describes agricultural conditions in England and Wales on July 1, indicates that June experienced practically no alteration in the dry conditions which have prevailed practically everywhere since the beginning of the year.

It is true that the drought was interrupted by occasional rain, but this was uneven in distribution and quite inadequate in quantity. Moreover, although day temperatures were higher than in May and bright and sunny weather was experienced to a considerable degree, there was a continuation of the low night temperatures which were so unfavourable to the growth of the crops generally.

It might be added that very similar conditions have prevailed during the past ten days, with the exception that many sections of the country received the benefit of several hours' rainfall which should have temporarily staved off the serious condition which threatened.

Cereals.—Under the above circumstances it is certain that cereal crops generally have suffered considerably from lack of rain, and in addition pests have caused damage in particular localities.

Apart, however, from general backwardness and shortness in straw, what are known in this country as the "corn crops" appear to be fairly healthy on the whole. Reports regarding wheat, barley and oats, indicated on July 1 yields of at least 5 per cent below average.

Beans, despite some improvement, were expected to be at least 12 per cent below average. Peas, however, promise an average crop.

Roots.—The condition of roots varies. Upon the whole, crops appear to have germinated well, but seem to have been retarded by lack of rain.

Potatoes.—It is still too early to arrive at any estimate of production. Crops are almost everywhere reported to be healthy, but somewhat backward owing to drought. Unless copious rains fall during July, the crop will probably be under the average.

Hay.—The hay situation has already been the subject of a special report. Haymaking is now pretty general, although the cutting of meadows was delayed in most districts owing to the light growth consequent on the drought. The report states that the yield per acre of seeds and meadow hay will be very much below average, more especially in the case of the latter.

NOTES ON ST. LUCIA'S TRADE IN 1928

F. L. Casserley, Acting Trade Commissioner

Port of Spain, July 9, 1929.—In *Commercial Intelligence Journal* No. 1325 (June 22) there was published a brief review of the trade of St. Lucia in the calendar year 1928. No particulars of sources of supply or of countries of destination respectively of imports and exports were then available; but this information having now been made public in the Blue Book of St. Lucia for 1928, just off the Government press, Canada's share of that colony's import trade in some of the chief items is given hereunder:—

Motor cars—			
Total imports	number	30	£ 3,507
Canada		21	2,498
Butter—			
Total imports	lbs.	15,932	1,874
Canada		12,211	1,529
Fish, dried—			
Total imports	lbs.	573,855	9,394
Canada		379,535	5,987
Newfoundland		189,216	3,329
Flour of wheat—			
Total imports	lbs.	3,397,535	25,367
Canada		3,396,002	25,352
Pulse, peas, beans, etc.—			
Total imports	lbs.	41,864	516
Canada		15,032	162
France		10,710	104
United States		10,087	173
Meats, salted and pickled—			
Total imports	lbs.	59,188	1,515
Canada		11,398	238
United States		39,229	1,028
United Kingdom		8,450	245
Soap, common—			
Total imports	lbs.	236,355	3,846
Canada		23,062	352
United Kingdom		176,715	2,898
Sugar, refined—			
Total imports	lbs.	96,604	1,000
Canada		89,211	917
Tea—			
Total imports	lbs.	5,413	577
Canada		2,086	260
Vegetables, fresh (mainly potatoes)—			
Total imports		. . .	622
Canada		....	470

The above table contains all the commodities imported from Canada to any considerable extent. St. Lucia's total import trade in 1928 was worth £242,053, and of this Canada supplied about 19 per cent.

St. Lucia is a very small island, with a population of about 57,000, most of whom are engaged in agriculture. There are, however, several other items—e.g. lumber, paint, hardware, cement, and cotton manufactures—of which Canada's share was negligible, for various reasons.

As regards exports of domestic produce, totalling £149,729 in value, Canada was St. Lucia's second best customer, accounting for £38,802 (consisting mainly of sugar). The United Kingdom is credited with £56,419 and the United States with £29,319.

TRADE OF CANADA WITH BRAZIL: FISCAL YEAR 1929

A. S. Bleakney, Canadian Trade Commissioner

Rio de Janeiro, July 3, 1929.—In the absence of recent Brazilian trade returns covering the trade of Canada with this republic, this report is based on statistics furnished by the Dominion Bureau of Statistics. The Canadian figures cover the fiscal year ending March 31, 1929, which for convenience is referred to herein as 1929 and the previous fiscal year as 1928. Canadian exports to Brazil in 1929 showed an increase of $975,858 over 1928.

The trend of export movement from Canada in recent years is shown below:—

1913	$ 947,462	1925	$3,417,249
1920	2,703,488	1926	4,832,391
1921	2,835,191	1927	7,291,479
1922	2,002,449	1928	4,897,082
1923	1,929,067	1929	5,872,940
1924	2,624,310		

The trend was downward during the difficult post-war period, but since 1924, with the exception of one year, it has been upward. The figures shown for 1927 are exceptional and were swollen by abnormal imports of flour amounting to $2,204,030 and of grain amounting to $671,908, as a result of a shortage of these products in the Argentine.

These figures are all the more encouraging as it has not been possible to ship regularly Canadian staple export products such as grain, flour, pulp and paper, lumber, newsprint, canned salmon, and dairy products to Brazil in large quantities, sales being largely manufactured goods in competition with the world. Unsettled business conditions in Brazil since the war have also hindered the development of trade.

AGRICULTURAL AND VEGETABLE PRODUCTS

Grain.—No grain has been shipped from Canada to Brazil since 1927. Normally Canada cannot export grain to this country which, as the local production is very small, buys regularly from Argentina, a contiguous country, only having recourse to the Canadian markets under special conditions of shortage in Argentina.

Flour.—Exports of flour have been small this year*—11,814 barrels valued at $76,627—those for the last few years (excluding 1927) were valued at between $200,000 and $300,000. The flour trade in 1929 has been demoralized by excessive competition between domestic millers and Argentine exporters. Considerable importations of low-grade American flours not suitable for the climate

* For convenience of reference, 1929 is referred to throughout as "this year" and 1928 as "last year".

in respect to keeping qualities, and refused on arrival, aggravated the situation. The business as at present conducted is so speculative that most exporters are sooner or later discouraged by losses and discontinue handling it. Until such time as a model bakery is established in Brazil where practical demonstrations of the special baking value of Canadian hard flour are made and a premium obtained over the soft Argentine grades, the trade will continue to be spasmodic and speculative.

Malt.—A small business in malt has been maintained direct with Brazilian breweries during the years 1926, 1927, and 1928; no shipments were made during fiscal year 1929. American maltsters visit this market periodically in conjunction with visits to other South American countries, and the manager of an important brewery advises that visits of Canadian producers would be welcome and probably productive of business.

Fresh Apples.—Two carloads of Canadian boxed apples were imported this year in the face of American competition, which enjoys a preference of about 75 cents per box, but prices were disappointing. (A detailed report on the apple situation appeared in *Commercial Intelligence Journal* No. 1326: June 29.) Trade returns show a shipment of 500 barrels to the value of $3,000 for 1929.

Potatoes.—Two lots of Canadian potatoes—one small of 100 barrels and one fair-sized shipment of 1,000 crates—were received and satisfactory returns secured on the larger shipment. (The potato market is fully reported on in *Commercial Intelligence Journal* No. 1322: June 1.) The Canadian trade returns credit Canada with only 300 bushels. The larger shipment was made by a New York house, and was probably included in the returns of Canadian exports to the United States.

Fruit Juices and Fruit Syrups.—Exports under this heading were 930 gallons valued at $1,980.

Pickles, Sauces, and Catsups.—Under this heading there is an item of new business amounting to $5,465, largely tomato sauce. (A report on "The Market for Food Specialties" appeared in *Commercial Intelligence Journal* No. 1329: July 20.)

Whisky.—Shipments of Canadian rye whisky have been usual for many years, but were hindered by the lack of direct shipping prior to the establishment of the Canadian National Steamships service. It was expected that 1929 would show an increase. However, shipments have been disappointing: $1,880 against $3,624 last year. Rye whisky is chiefly in demand for cocktails. The collapse of the tourist trade owing to the outbreak of yellow fever in Rio was probably one of the reasons for the decline.

Rubber and its Products.—The import of rubber goods from Canada during 1929 has shown a substantial increase, rising from $1,107,747 in 1928 to $1,726,899 in 1929. Increased exports of tire casings and inner tubes accounted largely for the improvement. Exports of tire casings were $1,424,985 against $840,054 last year, while inner tubes moved from $186,145 to $214,985.

Canadian sales of solid tires to Brazil increased from $7,636 to $13,167, while the value of bicycle tires exported increased from $89 to $362. Of the other items, belting is the most important, with exports of $44,416 against $32,013 in 1928. Canadian exports of canvas shoes fell off slightly—from $1,547 to $1,260. (The market for these is limited as they are manufactured in Brazil.) Exports of hose were smaller by a half, reaching only $4,524 against $8,964 last year. Miscellaneous rubber goods also showed a decline from $30,687 to $23,496. A new outlet for rubber gloves was established.

ANIMAL AND ANIMAL PRODUCTS

Codfish.—Canadian figures show a decline in exports to Brazil from 58,908 cwt. of codfish in 1928 to 25,442 cwt. in 1929 and a drop in value from $487,270

to $272,534. There is evidence, however, that this decline is statistical rather than actual, and that the real exports should be very close to last year's. Shipments from Canada via New York to this market are not always credited to Brazil.

Imports into Rio for the calendar year 1928 totalled 226,010 packages, made up as follows: Scotch, 173,750; Norwegian, 39,735; Canadian, 5,765; German, 4,710; Icelandic, 2,050. Entries at Santos totalled 176,450 packages, made up as follows: Norwegian, 67,105; Scotch, 62,005; Canadian, 25,355; French, 13,246; German, 3,555; coastwise, 5,184.

The feature of the year at Santos, according to these local figures, was the increase in entries of French fish from 3,500 packages in 1927 (calendar year) to 13,246 packages in 1928, and the increased import of German special-cured fish from 1,680 packages to 3,555 packages, which were sold at very low prices. Imports of Canadian fish (which is shipped largely by one firm) were stationary; those of Norwegian increased by 5,476 packages and of Scotch by 18,225 packages. This market could absorb a greater quantity of Canadian codfish. Shipments of haddock from Canada were negligible, but the value of ling exports increased from $35,010 to $58,237.

FIBRES, TEXTILES AND TEXTILE PRODUCTS

Trade under this heading is very limited, amounting to $11,893 against $13,190 last year. Canadian blankets have been introduced into Brazil, the figures under the item "woollen manufactures n.o.p." showing exports valued at $1,677. Exports of cotton duck were valued at $3,375 against $6,527 last year. Cordage, rope and twine were imported from Canada to the value of $5,572 against $5,279 in 1928. Serviceable cheap cordage is manufactured in Brazil.

WOOD, WOOD PRODUCTS AND PAPER

Newsprint has made its appearance in the returns of Canadian exports to Brazil: 24,277 cwt. valued at $70,465. Canadian newsprint has been moving for some time to the Argentine from the West Coast of Canada, and it would appear that the trade has been extended to Brazil. Price has hitherto been the deterrent.

Roofing and Building Paper.—Exports of roofing paper increased from $396 in 1928 to $1,072 in 1929. Public utility purchases in Rio probably accounted for this item. Occasional purchases are made from Canada. The total exports under this main heading were $73,117 against $2,480 last year.

IRON AND ITS PRODUCTS

The total exports of iron and its products to Brazil are valued at $3,085,805 for 1929 against $2,659,769 in 1928—an increase of $426,036.

Sewing Machines and Parts.—The most important item contributing to this improvement was sewing machines, exports of which reached the substantial figure of $2,389,645 as compared to $1,735,008—an increase of $654,637. Exports of sewing machines from Canada—which are from an American branch factory—have shown a steady increase of recent years, until now they represent the biggest single item of the trade.

Automobiles.—Automobiles are next in importance. Here the allotment to Canada shows a sharp decline. It is possible that all cars made in Canada and exported to Brazil do not appear in Canadian statistics, as in many cases American factories ship from the Dominion to stock for later re-export in New York warehouses. Last year 686 cars valued at $577,431 were exported against 690 cars this year valued at $377,252, and five trucks were exported valued at

$2,740. There was an increased export of cars valued at $500 or less in 1929 over 1928: from 132 to 517 in number and from $60,931 to $219,291 in value. The loss in trade is accounted for by the cars from $500 to $1,000, exports of which fell from 393 to 127 in number and from $335,564 to $93,385 in value. Exports of cars valued over $1,000 dropped from 161 to 46 in number and from $176,576 to $49,961 in value. Exports of parts were $14,615 against $4,360 last year.

As the 1928 exports of cars from Canada were much the lowest in the last four years, and represented a drop of 58 per cent over the previous year, the prospects are not promising. Automobiles represent the largest single item of export from the United States to Brazil, amounting in calendar year 1927 to $17,750,070, including parts and accessories.

Agricultural Implements.—Canadian exports of agricultural implements have improved. This was to be expected following the appointment of a strong local house as representative by one of the larger exporters. Another important firm has also completed arrangements, and the results should be reflected in next year's statistics. In spite of its limitations, as explained in a report published in *Commercial Intelligence Journal* No. 1213 (April 30, 1927), the market is one that should have a good future. Exports were valued at $38,977 against $15,256 last year. The principal items were: ploughs, $25,314 in 1929 ($10,076 in 1928); harrows, $4,911 ($965); cultivators, $2,737 ($2,626); mowing machines, 2,190 ($916 in 1928); threshing machines, separators and parts, 3,135 (new business). Exports of agricultural implements from the United States were valued at $412,000 in calendar year 1927.

Garden and Farm Tools.—Garden and farm tools (rakes, forks, etc.) show an increase—$84 last year against $6,130 this year. This represents old business revived.

Spades and Shovels.—One Canadian shovel manufacturer making a specialty is successfully represented in Brazil. Sales increased from $6,043 last year to $15,074 this year. These shovels are sold to railways and public utilities. Birmingham makes at very low prices get most of the foreign business. So far competition has not been possible on cheap shovels.

Other Farm Implements.—Under this heading sales increased from $273 to $1,628 and parts from $707 to $1,896.

Pipes, Tubes and Fittings.—Exports showed a slight decline: $46,349 against $55,118. Canadian light tubing is in demand, especially in São Paulo, and is highly appreciated. The competition is keen. (A report on these products was published in *Commercial Intelligence Journal* No. 1259 (March 17, 1928).

Structural Steel.—This item shows a small increase: $5,210 against $4,291. It usually embraces transmission line towers and exports are variable. The business has received a setback through complaints regarding galvanizing. In order to withstand the humidity in this climate, good galvanizing is essential.

Internal Combustion Engines.—Diesel engines from Canada have made a good beginning as motive power for coffee-treating machines. Canadian exports have increased from $424 in 1928 to $9,064 in 1929, with excellent prospects for future business. Exports are from a firm in a small way of business, but prices are quite competitive.

Nails, Brads, Spikes and Tacks.—Sales of Canadian shoe tacks fell from $4,732 last year to $716 this year. Domestic manufacture protected by a high tariff has practically killed the import trade.

Concrete Machinery.—Under the classification of machinery and parts n.o.p., Dominion figures show exports of $14,231 against $8,194 last year. Canadian concrete mixers are being sold in Rio and São Paulo, and they would

appear to come under this item. With the rapid increase in concrete construction now being witnessed in Brazil, this trade should expand. American sales of construction and conveying machinery to Brazil in calendar year 1927 were valued at $496,544.

Miscellaneous Tools, Hand or Machine.—There is a small increase in sales of this item: $1,062 against $498. American tools are strongly represented on this market and are aggressively pushed. A report on the market for tools in Brazil appeared in *Commercial Intelligence Journal* No. 1230 (August 27, 1927). Canadian hand saws are on sale, and the above item probably covers them. The majority of sales of tools and machines from Canada for foreign markets are made through United States export houses. Sales of Canadian saws would appear to be greater than the above.

Stoves.—For several years there has been a regular movement of Canadian gas stoves for use by a local gas company. Fairly heavy shipments are noted in ships' manifests; but the statistics show a value of only $487 against $6,940 last year. According to information on the spot, sales appear to be increasing; nearly every Canadian National steamer touching at Brazilian ports has as part of the cargo cases of gas stoves to the number of 50 or thereabouts. A small shipment of oil stoves was noted.

Washing Machines.—A sample shipment was made to a Rio firm and small orders are anticipated. The market for such machines is limited as coloured washer-women do the work cheaply and they cannot afford the price of a machine.

Adding and Calculating Machines.—This year 10 adding machines valued at $750 were exported from Canada to Brazil; last year there were no exports. Previously there have been small exports to the value of a few thousand dollars from American branch factories. American adding machine sales to Brazil in 1927 were valued at $247,727.

Railway Cars and Coaches.—Canadian figures show exports under this heading for 1929 of 32 valued at $81,895 against 50 valued at $144,831 last year; apparently trucks for street cars for São Paulo.

Bicycles.—No sales of bicycles were made this year owing to agency difficulties, but with new arrangements entered into a revival of this business is anticipated. Previous sales were chiefly children's tricycles.

Tractors.—Exports of 27 tractors valued at $5,100 are indicated in the trade returns, representing a new item in the export trade with Brazil.

Iron and Steel Manufactures n.o.p.—Miscellaneous manufactures of iron and steel were practically the same as last year: $85,651 against $85,107. These, as nearly as can be judged, represent chiefly purchases of street railway material and steel filing cases and lockers. Small exports of chains and metal furniture were also made.

NON-FERROUS METALS AND PRODUCTS

Under this division there was a substantial increase in exports: $473,322 against $186,564. The main items are:—

Copper Wire.—Imports of copper wire show a value of $118,248 against $7,205 last year. These were for public utility purposes.

Telephone Equipment.—Under the heading batteries, telegraph, telephone, and radio apparatus exports were valued at $118,147 against $92,748 last year. This represents telephone equipment for Rio and São Paulo.

Dynamos, Generators, and Motors.—Canadian exports under this classification were to a value of $3,770 this year against $1,363 last year. United States exports in calendar year 1927 were 77 generators valued at $275,914 and motors to the value of $162,734. Canadian quotations are apparently out of line.

Electrical Heating and Cooking Devises, Domestic.—Exports were valued at $1,350 in 1929 (a new item), and were apparently electrical water heaters for the new São Paulo telephone building. American sales of domestic cooking devices are small ($38,943 in calendar year 1927). Gas for cooking and for water heating is cheaper.

Spark Plugs, Magnetos, and other Ignition Apparatus.—Exports were $1,505 against $420 last year, and were apparently composed of spark plugs.

Miscellaneous Electrical Apparatus.—Under the item electrical apparatus n.o.p. exports to a value of $119,723 are shown for 1929 against $5,648 last year. Electric meters would appear to be one of the main articles under this classification. It would appear that there is little sale for Canadian electric material in Brazil apart from public utilities.

Storage Batteries.—Included in one of the above items are a number of small shipments of Canadian storage batteries to the ordinary trade in São Paulo.

Aluminium and Manufactures.—Exports in blocks, bars, etc., were made to a value of $43,533 against $3,891 last year. Exports of manufactures were to a value of $22,687 against $31,735 last year. The manufactured goods are probably shapes, etc., as no fabricated aluminium products from Canada have been noted on the market. This material was probably imported by the São Paulo branch of an American aluminium company.

Pig Lead.—Exports of pig lead showed a satisfactory increase: $25,982 against $12,106.

Copper and Brass, Bars, Rods, Strips, Sheets, Plates, and Tubing.—These exports (for public utilities) are largely brass bars and sheets and were valued at $2,658 against $3,067 in 1928. Exports of copper rods and sheets were $718 against $5,390 last year, and of copper manufactures (largely gas cocks and manifolds) $6,576 against $5,596.

Other Manufactured and Unmanufactured Metals.—Miscellaneous unmanufactured metals were exported to a value of $5,459, with a negligible export last year; while miscellaneous manufactured metals, which were exported in 1928 to a value of $15,753, dropped to $1,158.

NON-METALLIC MINERALS

Porcelain Insulators.—Exports were to the value of $18,111 against $21,478 in 1928, and comprised pole line—a material for Rio and São Paulo business that has been increasing since 1926. Exports of electrical porcelain from the United States were valued at $148,082 in calendar year 1927. A gradual expansion should be shown under this heading.

Coal.—Exports of coal from Canada to the extent of 4,046 tons were made, and form an unusual item. The last shipment was one of 1,210 tons in 1927. A representative of Eastern Canada coal interests investigated the market here a few years ago and found Eastern coal unsuitable. High thermal value per ton is required in imported coal, as duties and freights are on a weight basis. Coal is imported chiefly from England and the United States. Brazilian coal, which is low-grade, is little used.

Cement.—Exports of cement dropped from $24,265 to $5,087. This decline was expected, as Canadian and American cement competes with difficulty with the Scandinavian product and the development of a cement factory in São Paulo has intensified competition. The cement factory is a Canadian enterprise. (A report on the cement market in Brazil appeared in *Commercial Intelligence Journal* No. 1300: December 29, 1928.)

CHEMICALS AND ALLIED PRODUCTS

Exports under this heading, never important, increased from $1,213 last year to $5,595 in 1929.

Medicinal and Proprietary Medicines.—Exports were valued at $1,050; there were none last year. In the previous three years a few small shipments were made. There is a considerable market for patent medicines in Brazil. A report on this subject will appear shortly in the *Commercial Intelligence Journal.* American exports in 1927 under this heading were valued at $388,000.

Paints and Pigments.—Exports of paints, varnishes, and pigments to the value of $3,841 were largely accounted for by light and power company purchases. American paints and varnishes are best known among the imported products. Cheaper paints are manufactured in Brazil in quantity. (A detailed report on the market for paints and varnishes appeared in *Commercial Intelligence Journal* No. 1282: August 25, 1928.)

Calcium Carbide.—A small shipment of carbide valued at $704 was made this year, and a shipment of about the same value last year. Exports have declined since 1925, when they reached $10,577.

MISCELLANEOUS COMMODITIES

In this class exports to the value of $26,222 are shown, largely accounted for by settlers' effects ($16,954). Last year miscellaneous exports were valued at $65,756, the principal item being musical instruments n.o.p. ($46,860). This year, apart from one organ valued at $153 and gramophones valued at $1,930, there are no exports of this nature. There are openings for all kinds of electrical gramophones, and offers will be received with interest by this office. Exports of films for moving pictures (undeveloped) were valued at $1,771 against $2,566 last year. Exports of cartridges (new business) were valued at $1,901.

QUOTATIONS FOR CHEESE FOR HONGKONG

Mr. Paul Sykes, Canadian Trade Commissioner at Hongkong, writes that he would like to receive quotations on cheddar and Kraft cheese for agents and buyers in China. Canadian firms interested should communicate direct with the Trade Commissioner, Exchange Building, Hongkong.

MARKET FOR OIL STOVES IN CHINA

W. J. Riddiford, Assistant Trade Commissioner

Shanghai, June 28, 1929.—While there is a large market for oil stoves in China, the type of oil stove which enjoys the bulk of the sales is entirely different from the range-type in common use in Canada.

The oil stove in demand in China, and enjoying a wide sale, does not resemble a stove at all, but rather is comparable to an enlarged old-style house oil lamp. It is a German or Japanese product of ordinary light-weight enamelled-ware, and as it enters China under that tariff item, statistics of imports are not obtainable. It stands not more than 14 inches high, and is cylindrical in shape, with a diameter varying from 7 inches to 9 inches. At the bottom there is a small oil reservoir, just as in the case of the old-fashioned lamp, into which the wick or wicks are submerged. The wicks used are the flat type, generally 3 inches wide, and on a stove of small diameter one wick is provided, two wicks being found on the larger models. Above the wicks is a small chamber for the flame, on top of which rests the usual grate. These small

enamelled-ware stoves or cookers come in a wide range of colours, and each is provided with a small tea kettle to match, which rests on the grate. The combination is very neat and compact, in spite of its lack of any of the new developments in oil-stove construction.

These stoves, according to size and number of wicks, retail from Mex. $4.75 to Mex. $6.50, which is approximately G$2.10 to G$3.35. They appeal to the Chinese because of their cheapness, compactness and glossy, bright enamelled finish. The inclusion of the tea pot to match is a splendid advertisement.

In many Chinese homes there will be found three, four, or even five of these small cookers in the place of one larger one. Stoves of this type, which have been in constant use for ten years, though slightly discoloured, still serve their purpose admirably.

The Canadian manufacturer cannot understand why his larger, circular-wick smokeless, odourless, gravity-feed range-type stove will not sell in China.

There are several answers to this query. In the first place, price is the ruling factor. It should be understood that just as the big oil companies displaced the old-fashioned Chinese open-flamed lamp by a wide free distribution of oil lamps, so the oil companies are rapidly displacing the old-fashioned Chinese charcoal fire by the cheap distribution of these small cookers. Two or three of the large oil companies, together with a group of dealers, pool their buyings and place orders in Germany or Japan for a year's supply at one time. This method makes competition from any other country or an outside dealer next to impossible.

In the second place, this small enamelled-ware cooker is compact, and can therefore be transported easily far into the interior. In a country like China, where transportation facilities are limited largely to the rivers and streams and to small paths for yacks, camels and wheelbarrows, compactness is a first consideration. It is also of importance as the quarters which serve as a shelter for a large Chinese family are usually very small. A tall bulky stove will take up as much room as six or eight of the smaller type. A third advantage is that it can be readily moved about the house or even out into the fields. One person can easily carry two or three of these cookers and prepare his meal wherever he wishes, whereas it takes two to move the range with its long supports, and even then, having exercised reasonable care, the gravity feed system is often disturbed.

Finally, the small cooker under discussion has an advantage in its simplicity. The Chinese have learned to adjust, trim the wicks and refill oil lanterns, and as this small oil stove is built along the same lines, they prefer it because they recognize its fittings. Gravity-feed and circular-wick smokeless and odourless burners are comparatively unknown to them, and it will take persistent educational work to introduce them successfully into this country, especially for a wide sale in the interior.

This report should not be taken to mean that Canadian oil stoves cannot be sold in China. There is a limited sale for the range-type of stove in the outports, and this office will be glad to receive catalogues and c.i.f. Shanghai prices of Canadian stoves with a view to reporting on their possibilities here.

At present, however, the prospects are not very bright for this line in China.

REGISTRATION OF TRADE MARKS IN CHINA

With reference to the article in *Commercial Intelligence Journal* No. 1317 (April 27, 1929), page 664, concerning registration of trade marks in China, Mr. L. M. Cosgrave, Canadian Trade Commissioner at Shanghai, writes that the time limit for the re-examination, by the Bureau at Nanking, of trade marks formerly registered at the Bureau of Trade Marks, Peking, has been extended from June 18, to December 18, 1929.

CREDIT RISKS IN ARGENTINA

Various factors have combined to render the outlook for Argentine trade decidedly less favourable than it was even so short a time ago as the end of April, writes the Buenos Aires correspondent of the *Manchester Guardian Commercial.* A long spell of dry weather, which has been general in the provinces of Buenos Aires, Cordoba, and the southern half of Santa Fé is now causing much anxiety, and if it is further prolonged it may deserve the description of a disaster. Not only is pasturage threatened, but the work of ploughing and sowing for next season's major crops is held back by the hard state of the soil. Coincidently with this check to commercial enterprise comes a world surplus of wheat, driving Argentine prices down to $8.45 paper per 100 kilos in Buenos Aires, and seeing that farmers consider $10 the normally remunerative quotation it will be easy to understand why anxiety is increasing in commercial circles.

When one turns to the textile trades, more particularly to the outlook for Manchester goods, too much insistence cannot be laid on the need for closely scrutinizing the reputation of buyers, as opposed to their present commercial status. This may sound a mere truism, but it is not so, since there are many firms now buying on a large scale and handling apparently important capital sums whose record is not altogether desirable. Some of them failed in the great crisis of 1913, others went under in 1920-21; yet thanks to the exceedingly competitive nature of the dry goods trade in Argentina they have in many instances been able to rebuild their connections owing to liberal credit and a succession of favourable trading years. Local memories are short, and, unfortunately, under the existing commercial legislation settlements on a basis of 20 per cent, 30 per cent, and, more rarely, 40 per cent have left the debtors not only in a better position, but have also helped to show them the best and easiest way of eluding their commercial engagements should trade prove unsatisfactory.

That Argentina is about to go through a period of reduced trade and that this will be seized upon as an excuse for delaying and even for refusing payments by firms of doubtful standing seems but too probable, and it therefore behooves shippers to scrutinize with especial care all orders that appear to them to be out of the ordinary, either as regards amount or the class of goods required. Firms who are known to make a practice of liquidating large parcels of cloth with the help of the local auctioneering houses call for particular attention. The auction has for so long been a common feature of the Argentine dry goods trade that it may be presumed to have established itself as one of the channels of distribution, but repeated experiences in the past have shown that it is open to grave abuse; this notwithstanding that many reputable firms make use of this means of liquidating surplus or difficult parcels of goods, the result as regards their profit and loss account being impossible to state.

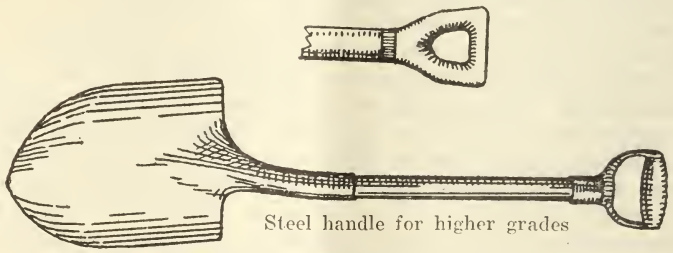
The latter half of 1929 is not going to prove particularly prosperous for Argentina's import trade, and, without going so far as to say that heavy losses are to be expected, one may safely affirm that they can to a great extent be avoided by exercising care in the execution of new and unusual orders, and by insisting on a full and circumstantial explanation of the actual position of those firms who, maybe through no fault of their own, find themselves compelled to ask for extended credit. In a word, there is plenty of good business to be done in Argentina, but only at the cost of time, trouble, and money, spent on the investigation of credit risks. A few pounds on cables at the right moment, and encouragement to agents or other representatives to go to the bottom of things with their inquiries, may in many instances help to cut losses considerably, and at times to avoid them altogether. But such inquiries usually cost both time and money, and it is frequently difficult for the agent to bring everything within the compass of a 2½ per cent commission.

MARKET FOR SHOVELS IN CUBA

James Cormack, Canadian Trade Commissioner

Havana, June 14, 1929.—There is a considerable market in Cuba for shovels, but owing to the absence of official figures covering this item, it is difficult to estimate the yearly consumption. For cheap-quality shovels, it is estimated that at least 10,000 dozen are sold annually; for a better grade, known as semi-reinforced of the type which bears the trade-mark "Alligator", roughly 3,000 dozen; and of a still better quality known as reinforced, used for railway and some other special work, 1,000 dozen. In addition, the requirements of private contractors on such works as the Cuban Central Highway, extending about 600 miles, and other public works, must be taken into account. The estimate of consumption here given is the average handled by the commercial houses.

Wood handle for cheap grades



Steel handle for higher grades

By far the largest demand is for shovels having wooden handles of the "D" type, with round, pointed or square head. They usually come in the cheaper quality, known as steel plate No. 15. They are used principally for ordinary earth digging, for coaling, and for quarrying purposes in the stone, lime and gypsum quarries here. Illustrations of the kind in demand are shown below.

Present-day competitive prices for the type of shovel last above mentioned are as follows:—

English.—Nos. 2, 3 and 4: 13s. 6d., 14s. 3d., and 15s. 6d. respectively per dozen f.o.b. Liverpool, in bundles of half-dozen.

Spanish.—Nos. 2 and 3: 3.55 and 3.65 pesetas each c.i.f. Havana; 10 per cent discount in bundles of half-dozen.

French.—There is no sale in this country on account of poor quality.

United States.—On account of high prices, these cannot compete with European sources of supply.

As a rule, the cheaper quality shovels are packed in bundles of half-dozen, tied tightly with wire. Shovels of the polished kind are put up in boxes of one dozen. Practically the only method of selling is through the local commission agent to the wholesaler, and thence to the retailer and/or user. Several large concerns such as the sugar mills and the railway companies buy direct through their New York and other agents, and sometimes through local agent.

CUSTOMS DUTIES

In order to give some indication of how the duties may influence the price between Canada and the United States shovels, it may be said that there is a difference of roughly 50 cents per 100 kilos of duty in favour of the United States cast iron shovel, and of roughly 75 cents for United States wrought steel shovels. These preferences are given to the United States over all other supplying countries, including Canada.

METHOD OF INTRODUCTION

It is believed that the best way to introduce the Canadian shovel into the Cuban market would be through the appointment of a commission agent working on a percentage commission. This office will be pleased to endeavour to

find suitable representation for Canadian firms. Exporters should furnish up-to-date catalogues and price lists, and keep in mind that they will be expected to have something special to offer in order to have a new and untried product properly introduced.

TRADE MARKS AND LABELS IN MEXICO

Mr. C. Noel Wilde, Trade Commissioner in Mexico City, advises that while a new Trade Marks law went into operation in Mexico on January 1, 1929, the routine required in order to secure registration remains as before. This routine is detailed in a pamphlet entitled "Registration of Trade Marks and Labels in Mexico", which may be obtained on application to the Department of Trade and Commerce.

Article 28 of the new law reads:—

Registered trade marks, when applied to the objects they cover or distinguish, should bear a legible indication to the effect that the trade mark has been legally registered, as without this indication the registration shall be ineffectual.

Objects protected by a trade mark should also contain the location of the factory or establishment. Without this requirement the holder shall not have the right to prosecute those who may falsify, imitate, or illegally use his trade mark.

The use of the name of the owner on the trade mark is optional.

When the products in question are of national manufacture, the location of the factory which is to be indicated on the trade marks, even though these products are also manufactured abroad, shall be the location in Mexico. The phrase "Hecho en Mexico" shall also be prominently indicated on such trade marks.

With reference to the first paragraph of Article 28, Mr. Wilde advises that no definite wording is required by the law, although it is customary to use the words: "Marca Registrada". This wording may be added to the trade mark and need not form a part of the trade mark itself; further, it may be added by means of a rubber stamp or other method, the only point upon which care is necessary being that it should be indelible and irremovable, for the protection of the firm making use of it.

FINLAND'S EXPORTS OF WOOD PULP

Mr. Frederick H. Palmer, Canadian Trade Commissioner at Oslo, writes under date July 9, that exports of wood pulp from Finland during the first six months of 1929 aggregated 112,284 tons. According to the Finnish Pulp Export Association, of this total 19,267 tons were dried pulp, 70,488 tons wet pulp, while there were 22,529 tons of cardboard. During the first half of 1928 exports totalled 91,250 tons.

PRODUCTION AND CONSUMPTION OF TOBACCO IN THE NETHERLANDS EAST INDIES

J. C. D. Ockerse, Office of the Trade Commissioner

[Note.—One guilder=40 cents (approximately).]

Batavia, June 7, 1929.—For many years the cultivation of tobacco has been a source of income to the native rural population of Java and other parts of the Netherlands Indies Archipelago. This has especially been the case in Java and Madura which, for administrative and statistical purposes, are regarded as a unit. In the Outer Possessions—i.e. the islands outside of Java and Madura—tobacco-growing is carried on by the indigenous population principally in two centres, namely on the west coast and in the southern portion of the Island of Sumatra, and on the Island of Borneo. The whole of the available crop in the Outer Islands is used for local consumption, with the possible exception of a small quantity available for interinsular trade. There is practically no export of native-grown Sumatra or Borneo tobacco. The best-known native Sumatra tobacco originates in the Padang Highlands on the

west coast of Sumatra—the so-called 'Payacombo' (flue) tobacco which is going principally into the manufacture of cigarettes.

In Java and Madura native tobacco cultivation is encountered in nearly the entire area, but it is in the districts of Middle and East Java that tobacco is suitably cultivated for export to foreign markets. The districts of West Java yield tobacco that is used for filling material in 'klobots' or straws, for which the dried and prepared leaf of the maize plant is used as a wrapper. These straws are manufactured exclusively for local native consumption, although small parcels find an outlet in British Malaya and other parts of the Middle East. During the last few years, however, this tobacco has found application also in the manufacture of cigarettes for Chinese and even European consumption, but it is usually blended with other Java or foreign tobacco.

It is in Central and East Java that the large native tobacco crops are grown, the bulk of which forms one of the principal export commodities of Java. A portion of this yield is also used in the local manufacture of cigars and cigarettes by Chinese 'kongsees,' or combines, and factories under European management. Besides direct sales to these manufacturers, native tobacco is bought up by Chinese brokers who act as middlemen between the native cultivators and their principals. The tobacco for export is usually sold to so-called 'buying-up' estates, i.e. generally European companies who do not plant tobacco but fill their requirements by purchases from the native cultivators. In 1927 there were 78 'buying-up' estates in Java, 53 of which were located in East Java and 25 in Middle Java. There are seven districts which contribute to the cultivation of native tobacco, four in Middle Java, and three in East Java.* The total area from which native tobacco was harvested in 1927 amounted to approximately 411,700 acres, with a crop of 41,-956,000 kgs.

The native-grown tobacco is known under the name of "krossok," for for which there is really no equivalent either in Dutch or English. "Krossok" is used chiefly for filling material in the cheaper-priced cigars, but also finds application in the manufacture of cigarettes, smoking and chewing tobacco.

The tobacco cultivated on plantations other than native (so-called "estate tobacco") originates likewise in Middle and East Java. In 1927 there were 47 tobacco growing estates, of which 45 were in Middle Java and 2 in East Java, with a total harvested area of 67,362 acres, and a total production of 16,272,990 kg.

Estate tobacco should be divided into two distinct types—the "Java leaf" (other than "krossok"), and the so-called "Vorstenlanden" leaf. This latter type is grown on estates situated in the districts of Surakarta and Jokjakarta, in Central Java, which are only two remaining semi-independent states in Java ruled over by the Susuhunan of Solo and the Sultan of Jokjakarta respectively. These states are named the "Vorstenladen" (principalities) from which the tobacco has borrowed its name.

The Java leaf and Verstenlanden tobacco are used chiefly as filler, binder and wrapper in cigar manufacture. Practically the entire production is exported for auction on the Amsterdam market from which many countries derive their supplies.

The world-famous Sumatra wrapper is cultivated on the East Coast of Sumatra, mainly in the sultanates of Deli and Langkat. In 1927 there were 71 tobacco-raising estates on the East Coast of Sumatra with a total harvested area of approximately 48,700 acres which produced a crop of 18,391,000 kg.

* Two of these districts are Kedoo in Central Java, and Rembang in East Java, which are the chief producers of native "flue" tobacco used for filling material in the manufacture of cigarettes.

The first tobacco estates were opened about the year 1864 on virgin lands which were given out in leasehold by the native rulers. This industry has now grown into one of the most powerful assets of the country.

The Sumatra leaf is of a silky appearance and of excellent quality and colour. This is not only due to the soil in which the tobacco is grown, but also to atmospheric conditions.

Java and Sumatra tobacco owing to its peculiar properties is easily workable and turns out such a large output of cigars per pound that, in spite of its higher price, it is often cheaper to use than tobacco grown in other countries.

Nearly half of all the cigars manufactured in the United States are wrapped in either Sumatra or Java leaf.

DOMESTIC CONSUMPTION

While the average Hollander favours a good cigar, its consumption in the Netherlands Indies falls far below the value of cigarettes consumed. Besides the European population there are millions of natives, Chinese and foreign Orientals who smoke cigarettes almost exclusively. This consumption of cigarettes is met partly by imports from abroad. The bulk of the cigarettes for native consumption, however, is manufactured locally and the figure runs into thousands of millions monthly.

About ten years ago the tobacco manufacturing industry in Java began to assume proportions which made it worth while for other tobacco-growing countries to export to this island. Until 1920 native-grown tobacco was used almost exclusively in the manufacture of cigarettes. This industry was in the hands of one or two European factories and several Chinese. They were all catering for the native trade, although the better-quality cigarette was constantly gaining in popularity among the Europeans. Cigar manufacturing at that time was still in its infancy, and even at the present time has not reached maturity. There is one large modern European factory in Central Java, and another organization under Chinese management. There are in addition a number of smaller Chinese factories, whose methods are, however, more or less crude.

In 1923 one of the most powerful cigarette companies in the world decided to build a plant on the north coast of Central Java. This concern extended its operations by erecting another plant in the neighbourhood of Soerabaya, and from these two centres the bulk of the domestic cigarettes are distributed.

It is difficult to estimate the actual consumption of locally manufactured cigarettes, but as already stated it runs into thousands of millions a month.

Locally manufactured cigarettes are sold at from 10 to 12½ guilder cents (4 to 5 cents Canadian) per package of 20 to 24 retail. These are smoked by the better-class natives and Europeans alike.

There is even a cheaper cigarette given away free at the rate of one cigarette for every gallon of gasoline at the 1,001 petrol stations to native car drivers.

Imported Virginia cigarettes from England have the largest sale. The most popular brand is put up in tin containers of 50 each and retails at 90 guilder cents (36 cents Canadian). There are of course many brands on the market and retail prices range from 1 guilder up to 1.50 guilder per tin of 50 cigarettes.

Egyptian or Turkish cigarettes retail at 1 guilder per box of 50 pieces upwards.

The import of cigarettes into the Netherlands Indies for the year 1928 amounted in value to 10,370,250 guilders, with Great Britain and Egypt as the chief sources of supply, as against 10,320,700 guilders for 1927.

IMPORTS OF TOBACCO LEAF

During the years 1920 to 1924 imports of leaf tobacco did not exceed 1,600 guilders in any one year, with China (Shantung and other tobacco), the United States, and Holland as the principal supplying countries. Small parcels are also imported from Hong Kong, Belgium, the Philippines, and Germany. It is contended that some of the imported leaf from Europe actually originated in the first instance in Java itself. There is an impression that locally grown tobacco gains in flavour and colour by shipping to Europe. With the building in Java of a factory by the large organization referred to above, the imports of tobacco increased rapidly, as will be seen from statistical returns covering the year 1924 onwards. The following table shows the steady increase over a period of five years, figures being in thousands of kilograms and florins:—

	1924		1925		1926		1927		1928	
	Kg.	Flor.	Kg.	Flor.	Kg.	Flor.	Kg.	Flor.	Kg.	Flor.
	(The Figures are in Thousands of Kilograms and Florins)									
East Java—	68	88	56	90	450	512	1,194	1,602	1,345	2,095
Central Java—	1,130	1,469	2,648	4,237	4,377	6,733	5,289	10,950	3,768	6,325

For Central Java the two main ports of entry are Semarang and Cheribon, and from the time that the plant referred to above came into operation imports show a steady increase up until 1928. During 1927 total imports into the Central Java area had increased four and a half times the quantity of 1924 and about seven and a half times in value. Compared with 1927, imports for 1928 show a drop of approximately 29 per cent in quantity and 42 per cent in value. To account for this a glance at the statistical figures for the East Java area (with Soerabaya as its main port) will offer the explanation. The East Java plant of the organization mentioned above has been absorbing part of the imports which previously had been directed to Middle Java ports. The quantity imported during 1928 is approximately twenty times the import for 1924.

The total imports of leaf tobacco into Java and Madura were (in metric tons) 1,198 (1,557,000 fl.) in 1924; 2,704 (4,327,000 fl.) in 1925; 4,827 (7,245,000 fl.) in 1926; 6,483 (11,190,000 fl.) in 1927; and 5,113 (8,421,000 fl.) in 1928. Of these totals the United States contributed (in metric tons) 160 (208,000 fl.) in 1924; 1,154 (1,847,000 fl.) in 1925; 2,329 (4,454,000 fl.) in 1926; 3,985 (8,516,000 fl.) in 1927; and 4,819 (8,033,000 fl.) in 1928. Holland's share of the trade has grown from 90 metric tons (117,000 fl.) in 1924 to 239 metric tons (346,000 fl.) in 1928. Imports from China and Hong Kong, which amounted to 2,384 metric tons (2,664,000 fl.) in 1926 and 2,362 metric tons (2,507,000 fl.) in 1927, decreased to 12 metric tons (11,000 fl.) in 1928.

TYPES OF TOBACCO IMPORTED

The type of tobacco imported from the United States, and which enters into the manufacture of cigarettes, consists of low grades from Virginia and North and South Carolina. This is blended with China tobacco, Java "krossok" and other leaf. Information is lacking in regard to the type of leaf imported from other supplying countries.

PRICES PAID FOR IMPORTED TOBACCO

Importers, especially the large manufacturers, are very reluctant to give any information on prices. The average prices as they appear from statistical returns are, however, as follows:—

Supplying Country	Average c.i.f. Price per Kg. Net
Holland	Fl. 1.45=58 cents (Canadian)
United States	1.67=67 cents (Canadian)
China	0.92=37 cents (Canadian)
Philippines	0.62=25 cents (Canadian)

METHODS OF PURCHASE

While locally produced tobacco is bought up by manufacturers in Java from the growers themselves, or through middlemen, the tobacco imported from foreign markets is purchased either by direct buying organizations or through brokers.

TYPE OF PACKING AND STORAGE FACILITIES

The usual method of packing for imported tobacco is in bales, containing between 30 to 50 kilogrammes net, hogshead of 1,000 kilogrammes and cases, depending on the types and grades.

The main ports of entry in Java are Batavia, Cheribon, Samarang and Sourabaya, all of which offer public storage facilities either in bonded warehouses or in private godowns.

IMPORT DUTIES

The following import duties are levied on manufactured and unmanufactured tobacco:—

	Per 100 Kg.
Tobacco leaf, cut tobacco and all other types of tobacco manufactured or unmanufactured	12 fl.
Cigars	100 fl.
Cigarettes	150 fl.

In addition to the above duties, a statistical duty is collected on the value of the goods, amounting to 5 guilder cents for every 20 guilders or part thereof. Both import and statistical duties are levied on the c.i.f. value.

EXPORTS

The total exports of the principal tobacco products from the Netherlands East Indies were (in metric tons) 78,791 (114,012,000 fl.) in 1927 and 61,241 (29,076,000 fl.) in 1928. Of the 1928 total, Java leaf and Vorstenlanden accounted for 15,195 metric tons (13,358,000 fl.); krossoc for 38,133 (5,979,000 fl.) sumatra leaf for 17,694 (69,402,000 fl.); cut tobacco for 114 (121,000 fl.); and cigarettes for 105 (216,000 fl.). With the exception of cut tobacco and cigarettes, which are principally consigned to Singapore, Holland holds by far the largest part in this trade.

In regard to export of tobacco out of Java the "krossok" leaf claims by far the largest percentage, although exports are showing a steady decline. Except for negligible parcels that find their way to other destinations including Germany and Spain, the entire export over a period of five years has been routed to Holland.

POSSIBILITIES OF MARKETING CANADIAN TOBACCO

As previously mentioned, the domestic industry of cigar and cigarette manufacturing, which is entirely in the hands of private enterprise, derive their supplies from tobacco available locally, blended with lower grades from the Philippines, China, Germany and other countries. The tobacco coming in from the United States of America is consumed almost entirely by one large organization. The larger Chinese manufacturers possibly blend China tobacco with the local product but no other.

Whether there would be an opportunity for Canadian tobacco to obtain a share of the local trade is difficult to say without first having tried out the market in this direction. During the course of our investigations an isolated inquiry has been received for samples and prices. It would entirely depend on the suitability of Canadian tobacco for local requirements whether an attempt in this respect would meet with success. Another factor of course is

price. If any Canadian producers are interested in this market they would be well advised to forward samples to the Trade Commissioner at Batavia (Java). These should be in minimum quantities of 20 pounds for each variety, and due care should be given to packing. Quotations would have to be either f.o.b. seaboard Atlantic or Pacific coast, per pound, with specifications of shipping weights and measurements, and type of packing, or preferably c.i.f. Java main ports.

BRAZIL'S TRADE BALANCE

According to advices received by the Bank of London and South America, Limited, the figures of Brazil's overseas trade for the first quarter of 1929 disclose a balance in favour of exports of £998,000, as against a balance of £2,541,000 in the previous year. The volume of exports showed an increase of 4,226 tons, the total value being £23,775,000, against £23,853,000 in 1928. Imports decreased by 30,889 tons, the total value being £22,777,000, against £21,312,000 in 1928.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Spanish Currency for Payment of Duty

Mr. A. B. Muddiman, Canadian Trade Commissioner, advises that Spanish duties as from July 1 are no longer half payable in gold but in the Government peseta at the exchange rate. It is understood that this will not affect the amount of Spanish duties levied as expressed in Canadian currency as the portion not payable on a gold basis was subject to a surtax which had the effect of placing the full amount of the duty on a gold basis, that is to say, in pesetas at their standard value of 19·3 cents in Canadian currency.

Italian Control of Imported Cattle and Swine

The Canadian Government Trade Commissioner's office at Milan has forwarded the Department of Trade and Commerce copy of Italian Ministerial Decree No. 133, published in the *Gazzetta Ufficiale* of June 8, 1929, being an ordinance of veterinary police, regulating the forwarding and assignment in the kingdom of cattle and swine imported from foreign countries. Canadian exporting firms interested in this decree may obtain a copy on application to the Department at Ottawa.

BRITISH COLUMBIA AND AUSTRALIA SHIPPING SERVICE

The Department of Trade and Commerce has just concluded a contract with the Australian British Columbia Shipping Company, Limited, of Vancouver, B.C., for a monthly service from Vancouver and at least three of the following ports in British Columbia: Barnet, Dollarton, Nanoose Bay, Chemainus, Victoria, Port Alberni, New Westminster, and Fraser Mills, to one port in Australia, either Sydney or Melbourne, for a period of three years commencing next month.

The ships to be employed will be modern steamers or motor vessels with a deadweight tonnage of at least 7,000 tons, and the capacity for carrying approximately four million feet board measure of lumber.

Further information regarding this service may be obtained from the Department of Trade and Commerce, or from the Australian British Columbia Shipping Company, Limited, of Vancouver, B.C. It is expected that the establishment of this new service will do a great deal towards increasing the exports of Western Canada, particularly lumber, to Australia.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JULY 22, 1929

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 22, 1929. Those for the week ending July 15, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending July 15, 1929	Week ending July 22, 1929
Austria	Schilling	.1407	$ .1419	$ .1418
Belgium	Belga	.1390	.1396	.1395
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0297	.0297
Denmark	Krone	.2680	.2677	.2674
Finland	Markka	.0252	.0253	.0253
France	Franc	.0392	.0393	.0393
Germany	Reichsmark	.2382	.2393	.2392
Britain	Pound	4.8666	4.8756	4.8733
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4035	.4028
Hungary	Pengo	.1749	.1759	.1750
Italy	Lira	.0526	.0525	.0525
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2678	.2675
Portugal	Escudo	1.0805	.0452	.0451
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1457	.1463
Sweden	Krona	.2680	.2693	.2690
Switzerland	Franc	.1930	.1932	.1931
United States	Dollar	1.0000	1.0051	1.0042
Argentine Rep.	Peso (Paper)	.4244	.4219	.4220
Brazil	Milreis	.5462	.1195	.1194
Chile	Peso	.1217	.1216	.1215
Colombia	Peso	.9733	.9750	.9742
Mexico	Peso	.4985	.4813	.4871
Peru	Libra	4.8666	4.0206	4.0175
Venezuela	Bolivar	.1930	.1934	.1933
Uruguay	Peso	1.0342	.9825	.9818
Cuba	Peso	1.0000	.9995	.9995
Batavia, Java	Guilder	.4020	.4025	.4022
China	Tael	.....	.5867	.5863
India	Rupee	.3650	.3612	.3628
Japan	Yen	.4985	.4563	.4615
Siam	Baht (Tical)	.4424	.4523	.4519
Singapore, Str. Settlements	$	.5678	.5640	.5636
Jamaica	Pound	4.8666	4.8724	4.8687
Barbados	$	1.0000	1.01 —1.02	1.01 —1.02
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.00⅞—1.02⅛	1.00⅞—1.02⅛
Martinique	Franc	.0392	.0393	.0393
Guadeloupe	Franc	.0392	.0393	.0393

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Foodstuffs

653. Canned Fruits.—A firm in Marseilles wish to be put in touch with Canadian exporters of canned fruits. Would like to receive offers with quotations c.i.f. Marseilles.

654. Preserved Fruits.—A firm in Palestine desire to act as a commission agent for Canadian preserved fruits.

655. Chum Salmon.—A firm in Maracaibo are desirous of getting in touch with Canadian manufacturers of chum salmon.

656. Gaspé Codfish.—An Italian importer in Ancona, Italy, seeks direct purchases.

657. Flour.—A commission agent in Matanzas, Cuba, wishes to represent Canadian millers of wheat flour in this country.

658. Flour.—A firm in Palestine desire to deal on a commission basis with Canadian exporters of flour.

659. Flour.—A British firm with good connections in China desire to get in touch with exporters of Canadian flour.

660. Flour.—A firm of importers in Tientsin desire connections for flour. Samples should be sent direct.

661. Flour.—A firm with wide connections in Egypt and Syria, and long established in Palestine, are willing to deal on a commission basis with Canadian exporters of flour.

Miscellaneous

662. Castor Oil, etc.—Druggist in Havana wishes to buy from Canada castor oil in drums and in boxes of two cans, weighing 21 kg. each, glycerine, and caustic sodium in drums.

663. Caustic Soda, etc.—A commission agent in Havana desires to represent Canadian firms exporting caustic soda, formaline, resin, glycerine. also grease and tallow for soap and candle manufacturers.

664. Drugs.—A firm in Palestine, with wide connections in Egypt and Syria, wish to deal on a commission basis with Canadian exporters of drugs.

665. Woollens; Flannels.—American firm in Shanghai, with good connections. desire to get in touch with Canadian manufacturers of flannels and flannelettes, and blankets (woollen). Prices c.i.f. Shanghai and details should be forwarded direct.

666. Furs.—A firm of furriers in Milan desire to obtain direct buying facilities for Canadian furs.

667 and 668. Leathers.—Two commission agents in Havana desire representation of Canadian tanners of all kinds of shoe leathers, especially patent and calf leathers.

669. Leather.—A firm in Palestine, with wide connections in Egypt and Syria, wish to deal on a commission basis with Canadian exporters of leather for shoes.

670. Belting.—Manufacturers' representative in Uruguay wishes to obtain agency of Canadian manufacturer of belting.

671. Cord and Twine.—Manufacturers' representative in Uruguay wishes to obtain agency of Canadian manufacturer of cord and twine.

672. Paper.—A firm of commission agents in Havana desire to sell, on a commission basis only, newsprint, crome, bond and writing papers.

673. Book Paper.—Importer in Argentina wishes to obtain the exclusive representation of a Canadian manufacturer of book paper.

674. Paper.—American firm with good connections desire to get in touch with Canadian manufacturers of the following: coloured crepe paper, flats and rolls; fancy wrapping papers, waxed and vegetable, for candies, bright-coloured. Samples and c.i.f. prices should be forwarded direct.

675 Wrapping Paper.—A commission agent in Havana desires to sell for a Canadian mill pulp suitable for the manufacturing of cheap wrapping paper.

676. Douglas Fir.—An agent in Trieste seeks Canadian connections.

677. Maple Flooring.—A Bristol firm of timber importers engaged on an important contract would be glad to hear from Canadian exporters of maple flooring: sizes $1\frac{1}{2}$ by $4\frac{1}{2}$ nominal, finishing $1\frac{5}{16}$ by 4. Must be prime hard maple, side and end matched, but not hollow-backed.

678. Building Material.—Uruguayan importer is interested in receiving quotations from Canadian manufacturer of building material.

679. Builders' Hardware.—A firm in Shanghai, with good connections throughout China, desire to get connected with a reliable Canadian firm manufacturing general building hardware, including hand tools, locks, hinges, and electric flexible cord.

680. Agricultural Tools.—A firm in Palestine, with wide connections in Egypt and Syria, wish to deal on a commission basis with Canadian exporters of agricultural tools.

681. Mica.—Importers in Rotterdam are anxious to receive quotations on mica, preferably c.i.f. Dutch ports.

682. Co-oxide.—Rotterdam concern desires offers, preferably c.i.f. Dutch port, on co-oxide, finely ground, for use in the manufacture of glass.

683. Ni-ore.—Rotterdam concern desire offers. Canadian firms in a position to export should submit offers, if possible c.i.f. Dutch port.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Cherbourg and Southampton.—Empress of Scotland, July 30 and Aug. 20; Montroyal, Aug. 7 and 27; Empress of Australia, Aug. 13—all Canadian Pacific.

From Montreal

To Avonmouth.—Kastalia, Aug. 7; Salacia, Aug. 17—both Anchor-Donaldson; Nubian, White Star Line, Aug. 28.

To Belfast.—Carrigan Head, Aug. 6; Fanad Head, Aug. 20—both Head Line.

To Cardiff and Swansea.—Kastalia, Aug. 7; Salacia, Aug. 17—both Anchor-Donaldson; Nubian, White Star Line, Aug. 28.

To Dublin.—Carrigan Head, Aug. 6; Fanad Head, Aug. 20—both Head Line.

To Glasgow.—Minnedosa, Aug. 3 and 31; Melita, Aug. 17—both Canadian Pacific; Carmia, Aug. 2 and 30; Letitia, Aug. 9; Corinaldo, Aug. 16—all Anchor-Donaldson.

To Hull.—Cairndhu, July 30; Kenmore, Aug. 9—both Furness Line.

To Liverpool.—Duchess of Bedford, Aug. 2 and 28; Montrose, Aug. 9; Duchess of York, Aug. 14; Duchess of Athol, Aug. 21—all Canadian Pacific; Laurentic, Aug. 3 and 31; Doric, Aug. 10; Regina, Aug. 24—all White Star Line; Andania, Aug. 2 and 30; Antonia, Aug. 16—both Cunard Line.

To London.—Beaverhill, Aug. 2; Beaverburn, Aug. 9; Beaverbrae, Aug. 16; Beaverdale, Aug. 23; Beaverford, Aug. 30—all Canadian Pacific; Canadian Inventor, Aug. 3; Canadian Mariner, Aug. 13; Canadian Spinner, Aug. 23—all Canadian National; Ascania, Aug. 2 and 30; Alaunia, Aug. 9; Aurania, Aug. 16; Ausonia, Aug. 23—all Cunard Line; Cairndhu, July 30; Kenmore, Aug. 9—both Furness Line.

To Manchester.—Manchester Commerce, Aug. 1; Manchester Regiment, Aug. 8; Manchester Division, Aug. 15; Manchester Brigade, Aug. 22; Manchester Producer, Aug. 29—all Manchester Line.

To Newcastle and Leith.—Cairnglen, Aug. 2; Cairnross, Aug. 9—both Thomson Line.

To Southampton.—Montclare, Aug. 1 and 29; Metagama, Aug. 15; Montcalm, Aug. 21; Duchess of Richmond, Aug 31—all Canadian Pacific; Megantic, Aug. 8; Calgaric, Aug. 22—both White Star Line.

To Antwerp.—Canadian Inventor, Aug. 3; Canadian Mariner, Aug. 13; Canadian Spinner, Aug. 23—all Canadian National; Montclare, Aug. 1 and 29; Beaverhill, Aug. 2; Metagama, Aug. 15; Beaverbrae, Aug. 16; Beaverford, Aug. 30—all Canadian Pacific.

To Bordeaux and Havre.—Kent County, County Line, Aug. 5.

To Bremen.—Crefeld, Aug. 3; Koeln, Aug. 24—both North German Lloyd.

To Copenhagen and Baltic Ports.—Arkansas, Scandinavian-American Line, Aug. 15.

To Hamburg.—Beaverburn, Aug. 9; Montcalm, Aug. 21; Beaverdale, Aug. 23—all Canadian Pacific; Brant County, Aug. 2; Labelle County, Aug. 9; Elmshorn, Aug. 16; Kings County, Aug. 23; Emden, Aug. 30—all County Line; Crefeld, Aug. 3; Koeln, Aug. 24—both North German Lloyd.

To Norwegian Ports.—Foldenfjord, Norwegian-American Line, late July.

To Rotterdam.—Laval County, Aug. 10; York County, Aug. 21—both County Line.

To South France and Italian Ports.—Valfiorita, Aug. 20; Valreale, Aug. 31—both Lloyd Mediterraneo Italian Service.

To South African Ports.—Fantee, Aug. 7; Calgary (also calls at Sierra Leone), Aug. 21—both Elder Dempster Line.

To South American Ports.—Canadian Pathfinder, Canadian National, Aug. 20.

To Australian Ports.—Canadian Explorer, July 30; Canadian Cruiser, Aug. 15—both Canadian National; a steamer, New Zealand Shipping Co., Aug. 31.

To New Zealand Ports.—Canadian Britisher, Canadian National, Aug. 24.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, Aug. 10; Champlain, Aug. 24—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Somers, Aug. 3 and 31; Cathcart, Aug. 10; Lady Rodney, Aug. 17; Cavelier, Aug. 24—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Spica, Aug. 2; a steamer, Aug. 16; Peter Maersk, Aug. 30—all Ocean Dominion.

To St. John's, Nfld.—Rosalind, Furness-Red Cross Line, Aug. 9 and 23; Reinunga, Aug. 1; Cabot Tower, Aug. 12—both Newfoundland-Canada Steamships.

To Cornerbrook.—North Voyageur, July 29, Aug. 12 and 26; New Northland, Aug. 7 and Aug. 21—both Clarke SS.

To St. Pierre-Miquelon, St. John's, Grand Bank and Belleoram.—Reinunga, Aug. 1; Cabot Tower, Aug. 12—both Newfoundland-Canada Steamships.

To Victoria and Vancouver.—Canadian Importer, Canadian National, Aug. 20.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Aug. 1; Lady Nelson, Aug. 15—both Canadian National.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada Traders, Aug. 3.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday, and Saturday.

From Halifax

To Liverpool.—Nova Scotia, Aug. 3; Newfoundland, Aug. 20—both Furness, Withy.

To Londonderry and Glasgow.—Transylvania, Aug. 19; Caledonia, Aug. 26—both Cunard Line.

To St. John's, Nfld.—Fort St. George, July 30, Aug. 13 and 27; Nova Scotia, Aug. 3; Nerissa, Aug. 6 and 20; Newfoundland, Aug. 20—all Furness, Withy; Farnorth, Farquhar SS., Aug. 2, 10, 16, 24 and 30.

To St. Pierre-Miquelon.—Farnorth, Aug. 2, 10, 16, 24 and 30; Fernfield, Aug. 3, 17 and 31; Sambro, Aug. 6 and 24—all Farquhar SS.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada Traders, Aug. 5.

To Kingston (Jamaica).—Cavelier, July 30 and Aug. 27; Cathcart, Aug. 13—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Colborne, Aug. 1; Cornwallis, Aug. 15; Champlain, Aug. 29—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Aug. 9; Lady Nelson, Aug. 23—both Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Aug. 7; Ottar, Aug. 21—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of Asia, Aug. 8; Empress of France, Aug. 29—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hong Kong.—Protesilaus, Aug. 6; Talthybius, Aug. 27—both Blue Funnel.

To Yokohama, Osaka, Dairen and Shanghai.—London Maru, Osaka Shosen Kaisha. Aug. 7.

To Auckland and Wellington.—Golden Cloud, Oceanic and Oriental Navigation Co., Aug. 12.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Canadian-Australasian Line, Aug. 21.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Parrakoola, Transatlantic SS., Aug. 9.

To Auckland, Wellington, Melbourne and Sydney.—Waikawa, Canadian-Australasian Line, Aug. 15.

To Liverpool, London and Rotterdam.—Nebraska, July 31; Narenta (also calls at Southampton), Aug. 14; Nictheroy (also Southampton), Aug. 29—all North Pacific Coast Line.

To Manchester.—Pacific Reliance, Furness Pacific, July 28.

To Hamburg, Bremen and Antwerp.—Isis, Aug. 16; San Francisco, Aug. 31—both Hamburg-American Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Gaasterdyk, July 30; Noorderdyk, Aug. 26—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—Notre Dame de Fourvier, Aug. 3; Texas, Aug. 13—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Fella, Navigazione Libera Triestina, Aug. 19.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—A motorship, Westfal-Larsen Line, Aug. 1.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
Erench-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser. P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley —Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, care of British Legation, Athens. (Territory includes Turkey.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics. *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

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New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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OCT 2 1929

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, (which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, August 3, 1929 No. 1331

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TRADE COMMISSIONERS ON TOUR

Mr. Ross

Mr. D. H. Ross, Trade Commissioner to Australia, will be visiting the undermentioned towns and cities as follows:—

Windsor and Border Cities	Aug. 1 to 3	Toronto and vicinity	August 9 and 10
Toronto	August 5, 6 and 7	Kingston	August 12
Orillia	August 8	Brockville	August 13

Mr. Wilgress

Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, will tour the following centres:—

Fergus	August 3	Toronto	August 6 to 13
Owen Sound	August 5	Hamilton	August 14 to 16

Mr. McColl

Mr. E. L. McColl, Trade Commissioner in Argentina, will be visiting the undermentioned towns and cities as follows:—

Vancouver	August 1 to 10	Calgary	August 23
Victoria	August 12 to 13	Edmonton	August 25 to 26
New Westminster	August 15	Winnipeg	August 29
Port Coquitlam	August 16	Port Arthur	August 30
Summerland	August 19	Fort William	August 30
Vernon	August 22	Sudbury	September 3

Mr. Poussette

Mr. H. R. Poussette is a making a tour in the interests of trade with India and Ceylon. The following is his itinerary until September 9:—

Quebec .. ..Aug. 2 and 3	Vancouver and
Calgary .. ..Aug. 8	New Westminster ..Aug. 15-24
Vernon.. .. ..Aug. 12	Victoria .. ..Aug. 26-28
Kelowna.. .. ..Aug. 13	Edmonton. .. ..Sept. 3
	Winnipeg .. ..Sept. 6, 7, and 9

Mr. Young

Mr. R. T. Young, Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, is now making a tour. He will be in Montreal until August 15 and in Granby on August 16.

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association; in that of Toronto with Mr. Alex. Marshall, Canadian Manufacturers' Association; and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

HALF YEAR'S TRADE OF THE UNITED KINGDOM

Harrison Watson, Canadian Trade Commissioner

London, July 17, 1929.—The full figures covering the foreign trade of the United Kingdom for the first six months are slightly disappointing, because contrary to anticipation, the total shows no increase over 1928.

For this result the all-round decrease which took place in June is entirely responsible. The reduction in that month amounted to nearly £8,000,000 in imports, £10,000,000 in British exports, and £2,000,000 in re-exports, or a total of £20,000,000 which practically counterbalanced gains recorded in the earlier months. As there is no reason to suppose that the setback is more than temporary, public opinion is inclined to hold the general election responsible for the dislocation. Be that as it may, the fact that wholesale prices a year ago were 10 per cent higher than those estimated at the present time gives 1929 a few strokes in hand.

Upon the other hand, there is a feeling of uncertainty caused by the prospect of the new Labour Government seriously curtailing, and possibly abolishing, Safeguarding and other import duties which are now in force.

As regards the overseas trade of the period January to June inclusive, the figures are shown below as usually in comparison with those for the corresponding period of 1928:—

	1929 First Six Months	1928 First Six Months	Decrease Increase or	Cent Per
Imports	£ 604,778,395	£ 605,310,360	—£ 531,965	0.0
Exports (British) ..	358,742,286	355,231,941	+ 3,510,345	0.9
Re-exports	60,561,832	67,486,183	— 6,924,351	10.2
Totals	£1,024,082,513	£1,028,028,484	—£3,945,971	0.4

Excluding re-exports of imported goods, which have been on the downgrade throughout the year, the results for 1928 and 1929 are very similar.

The following reproduction of the sub-divisions adopted by the Board of Trade indicates however that variations took place in the case of certain commodities:—

TABLE OF IMPORTS, EXPORTS AND RE-EXPORTS, ACCORDING TO THE BOARD OF TRADE CLASSIFICATION, DURING THE SIX MONTHS ENDED JUNE 30, 1927, 1928 AND 1929

(a) *Imports, Value c.i.f.*

	1927	1928	1929
Food, drink and tobacco	£259,405,139	£261,574,952	£257,851,440
Raw materials and articles mainly unmanufactured	190,040,313	181,018,950	179,281,422
Articles wholly or mainly manufactured	165,355,294	158,795,793	162,849,243
Animals, not for food	1,030,216	1,054,840	1,393,662
Parcel post, non-dutiable articles	1,434,546	2,865,825	3,402,628
Total	£617,265,508	£605,310,360	£604,778,395

(b) *Exports of Produce and Manufactures of the United Kingdom, Value f.o.b.*

Food, drink and tobacco	£ 23,770,422	£ 24,676,594	£ 25,563,349
Raw materials and articles mainly unmanufactured	39,987,881	35,636,740	39,431,711
Articles wholly or mainly manufactured	271,033,181	286,587,343	284,053,909
Animals, not for food	348,973	873,575	870,764
Parcel post	6,700,654	7,457,689	8,822,553
Total	£342,341,111	£355,231,941	£358,742,286

(c) *Exports of Foreign and Colonial Merchandise, Value f.o.b.*

Food, drink and tobacco	£ 13,558,273	£ 13,661,108	£ 12,859,270
Raw materials and articles mainly unmanufactured	40,274,889	41,212,929	34,001,120
Articles wholly or mainly manufactured	12,298,630	12,492,734	13,517,989
Animals, not for food	88,579	119,412	183,453
Total	£ 66,220,371	£ 67,486,183	£ 60,561,832

Examination of the tables shows that the shrinkage of nearly £3,750,000 in imports of "Food, Drink and Tobacco" is mainly attributable to a decline of £4,500,000 in the value of grain and flour, a position in itself due to reduced prices.

In the "Raw Materials and Partly Manufactured Goods" section, the drop of £1,750,000 is caused by a falling-off of approximately £4,000,000 in both wool, and hides and skins, imported, which more than counterbalances increases in other directions.

A distinctly unfavourable feature, however, is an increase of £4,000,000 in the value of "Fully Manufactured Goods" imported, more especially as it synchronizes with a contraction of £2,500,000 in exports of United Kingdom manufactures.

United Kingdom exports are otherwise fairly satisfactory, and a welcome feature of the increase of £4,000,000 in "Raw Materials" is that the export coal trade recovered to the extent of over £3,000,000.

To revert to "Manufactured Goods," the returns for textiles, cottons and woollens continue to be unfavourable each marking a decline of over £2,000,000.

IMPORTS FROM CANADA

As the British Government issues monthly returns of the imports of the principal articles of food and also leading natural products, it is possible to learn to what extent Canada has participated in supplying requirements during the half year.

The tables, including the chief countries of supply, are reproduced further on. A study of the figures shows that, with few exceptions, the results were disappointing from a Canadian point of view, provisions in particular evincing a marked shrinkage.

The most encouraging item is newsprint. Canadian supplies of this commodity during the first six months of 1929 were more than double those of the first half of 1928, attaining the considerable figure of 1,295,845 cwts. valued

at £891,592. The changed situation in Canada is responsible for the Dominion rising to the top of the list, in comparison with its former humble position in contrast with Scandinavian countries. The trade, moreover, shows great promise of future development, now that Canadian producers have decided to pay serious attention to the requirements of this country.

In the case of wheat there has been a noticeable alteration, if only temporary, in the origin of imports. Whereas Canada is credited with 2,250,000 cwts. less and the United States with over 3,000,000 cwts. less, supplies from the Argentine rose by 3,375,000 and from Australia by 2,500,000 cwts. The results exhibit a further illustration of the statistical nature of the wheat trade and its sensitiveness to price considerations.

The flour situation continues to be difficult, but Canada has lost little or no ground, and still contributes more than half of all the flour imported.

There is also a satisfactory advance in the quantity of barley which came in from the Dominion.

The bacon market has continued to be unattractive to Canadian packers, and the quantity shipped during the half year (94,864 cwts.) is the lowest for some time past. It is noticed, however, that receipts from Denmark also underwent a marked reduction.

The complete disappearance of the shipments of Canadian live cattle to this country is another disappointing item, when recollection turns to the brilliant prospects which were thought to await this trade only a short time ago.

Canadian butter has disappeared from the list for all practical purposes, and although Canadian cheese is out of season during the early part of the year, receipts were nearly cut in half in comparison with 1928.

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM, DURING THE SIX MONTHS ENDED JUNE 30, 1928 AND 1929

	1928		1929	
	Quantity	Value	Quantity	Value
Wheat—	Cwts.	£	Cwts.	£
Total imports	52,258,182	30,360,567	53,497,329	27,018,842
Canada	18,059,166	10,298,093	15,841,175	7,891,126
Argentine	15,354,661	8,962,611	19,108,940	9,575,982
United States	12,604,446	7,340,459	9,422,330	4,744,265
Australia	5,136,313	3,113,481	7,602,623	4,053,205
Wheat Flour and Meal—				
Total imports	4,699,245	3,411,798	4,078,254	2,588,967
Canada	2,491,963	1,886,359	1,957,398	1,277,897
United States	1,121,514	838,831	950,034	650,392
Australia	563,977	404,950	486,161	318,062
Argentine	376,173	191,791	382,146	176,022
Barley—				
Total imports	3,593,183	2,048,901	4,107,329	2,002,809
Canada	117,880	62,098	572,079	263,345
United States	873,148	537,731	1,648,093	811,258
Chile	512,381	310,923	354,503	188,473
Oats—				
Total imports	4,629,322	2,414,193	3,399,062	1,430,090
Canada	760,148	403,311	555,616	211,351
Argentine	1,235,743	618,394	999,147	425,582
Irish Free State	674,219	325,673	280,815	116,364
United States	314,731	151,733	283,012	109,807
Bacon—				
Total imports	4,584,813	19,372,015	4,093,670	21,051,890
Canada	157,795	652,156	94,864	481,825
Denmark	2,863,241	12,485,728	2,365,046	12,645,813
Netherlands	471,709	1,887,450	502,224	2,504,148
United States	307,950	1,147,837	369,386	1,650,931
Hams—				
Total imports	476,168	2,167,685	513,071	2,710,144
Canada	63,908	300,885	49,107	268,208
United States	392,615	1,766,192	429,741	2,264,811
Cattle, Live—	Number		Number	
Total imports	282,035	4,896,211	322,703	5,310,224
Canada	304	9,728	.....	.....
Irish Free State	281,731	4,886,483	322,011	5,293,387

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM, DURING THE SIX MONTHS ENDED JUNE 30, 1928 AND 1929—*Continued*

	1928		1929	
	Quantity	Value	Quantity	Value
Butter—	Cwts.		Cwts.	
Total imports	3,306,200	27,327,153	3,542,746	30,055,856
Canada	1,625	13,650	1	7
Denmark	1,009,441	9,107,443	1,096,632	9,620,080
Australia	545,810	4,152,327	535,254	4,412,058
New Zealand	842,822	6,807,036	913,273	7,867,594
Irish Free State	180,231	1,425,176	166,635	1,322,424
Finland	110,387	940,978	134,296	1,105,442
Cheese—				
Total imports	1,529,636	7,244,964	1,588,627	7,381,931
Canada	91,798	479,012	49,136	253,581
New Zealand	1,172,338	5,545,712	1,285,439	5,938,399
Netherlands	119,860	497,828	102,324	418,686
Eggs in Shell—	Gt. Hunds.		Gt. Hunds.	
Total imports	13,719,772	8,367,414	11,581,998	7,808,728
Canada	11,836	.....	8,460	.....
Irish Free State	3,626,163	2,128,976	3,442,950	2,158,738
Denmark	2,042,193	1,513,834	1,862,680	1,443,679
Belgium	1,573,132	1,105,534	1,672,020	1,265,127
Netherlands	1,114,622	810,226	1,478,390	1,152,011
Canned Salmon—	Cwts.		Cwts.	
Total imports	174,033	886,421	304,536	1,396,659
Canada	41,163	180,864	41,881	139,321
United States	59,441	308,129	138,347	608,195
Canned Lobsters—				
Total imports	12,389	197,141	12,443	180,085
Canada	11,847	188,755	10,639	152,640
Newfoundland and Coast of Labrador	344	5,182	919	12,597
Sugar, Refined, and Sugar Candy—				
Total imports	3,392,319	2,832,032	571,752	384,465
Canada	100,652	89,804	146	757
Czechoslovakia	1,540,054	1,289,041	278,291	189,666
Netherlands	1,350,121	1,129,275	178,197	117,307
United States	204,652	164,337	89,588	57,207
Asbestos, Raw, Fibre and Waste—	Tons		Tons	
Total imports	15,724	460,854	15,504	499,996
Canada	3,757	65,409	1,821	42,446
Rhodesia	6,120	225,259	6,860	265,887
Copper Ore—				
Total imports	21,798	1,023,656	19,003	986,772
Canada	12,837	641,830	10,155	507,750
Spain	6,223	342,992	6,297	429,441
Leather, Undressed, Hides—	Cwts.		Cwts.	
Total imports	381,677	3,583,672	226,989	1,867,611
Canada	8,696	92,126	1,191	8,664
British India	159,777	1,841,796	119,869	1,141,596
Germany	47,174	356,281	39,822	270,997
United States	39,627	238,376	30,792	180,097
Paper, Printing, not Coated and Writing Paper in Large Sheets, including Newsprint—				
Total imports	2,743,761	2,247,284	3,243,282	2,472,214
Canada	522,617	400,637	1,295,845	891,592
Newfoundland and Coast of Labrador	612,596	476,380	605,992	431,929
Norway	506,816	406,402	451,790	359,431
Finland	563,014	439,384	478,493	356,093
Sweden	212,656	160,178	161,551	122,164
Paper, Packing and Wrapping, including Tissue Paper—				
Total imports	1,731,849	1,838,339	1,945,312	2,081,730
Canada	36,054	40,180	17,181	19,065
Sweden	654,879	673,384	940,203	973,783
Germany	290,219	309,179	263,972	285,366
Norway	340,205	376,874	341,456	379,237
Photographic Appliances—				
Total imports	.....	887,924	.....	1,012,472
Canada	.....	315,659	.....	281,081
United States	.....	351,473	.....	454,643
France	.....	68,051	.....	90,785

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM, DURING THE SIX MONTHS ENDED JUNE 30, 1928 AND 1929—*Concluded*

	1928		1929	
	Quantity Cub. Ft.	Value	Quantity Cub. Ft.	Value
Wood and Timber, Hewn, Hard, Other than Mahogany—				
Total imports	2,778,333	527,310	2,296,193	434,420
Canada	315,304	66,795	249,254	54,399
United States	510,916	96,106	327,709	64,685
British India	65,688	33,692	81,633	30,985
Wood and Timber, Hewn, Soft—	Loads		Loads	
Total imports	113,231	590,396	95,072	391,073
Canada	4,487	31,613	5,176	28,775
United States	42,714	326,223	15,097	116,269
Sweden	11,533	47,712	23,209	78,472
Norway	18,775	73,831	17,120	68,901
Wood and Timber, Sawn, Hard, Other than Mahogany—	Cub. Ft.		Cub. Ft.	
Total imports	15,092,095	3,677,097	13,629,374	3,504,301
Canada	1,893,722	251,923	1,763,976	249,488
United States	9,496,689	2,189,216	8,431,928	2,026,017
British India	932,233	486,932	929,632	511,840
Wood and Timber, Sawn, Soft—	Loads		Loads	
Total imports	1,153,343	5,561,654	1,179,130	5,488,816
Canada	93,761	510,098	54,422	299,074
Sweden	170,525	781,116	259,343	1,087,882
Finland	142,059	598,126	257,658	1,087,061
United States	134,591	1,014,220	114,431	886,637
Latvia	197,687	831,678	147,192	600,857
Wood Pulp, Mechanical, Wet—	Tons		Tons	
Total imports	316,042	1,056,012	409,812	1,286,760
Canada	5,614	18,398	5,504	18,654
Norway	211,690	704,692	249,298	766,738
Sweden	71,593	248,965	92,532	308,744

FUTURE FISCAL POLICY

Reference has already been made to the serious interest which is being taken by manufacturers and merchants in the attitude which the Labour Government is likely to adopt towards the Safeguarding and other import duties which are at present levied on particular imported commodities. The Government which was recently defeated at the polls had announced its intention of further extending the system of Safeguarding. Upon the other hand, it was well known that important leaders of the Labour party were definitely opposed to Safeguarding and similar protective measures.

Consequently manufacturers and others who have been deriving benefit from the import duties in force have been anxious to learn what action is likely to be taken, because they are apprehensive that the abolition of the duties, either in whole or in part, would sriously dislocate present conditions and offset the slight improvement which has recently been apparent both in industry and trade.

As a result of statements elicited from the Chancellor of the Exchequer and other ministers concerned, the new Government definitely announces that there will be no extension of Safeguarding. Although the report recently issued by the committee appointed for that purpose by the late Government and recommending the imposition of a duty on women's dress goods has been published and placed on sale, no action will be taken on the recommendation. Moreover, no further application for the imposition of Safeguarding duties will be entertained. It is the present intention that existing Safeguarding duties will be cancelled at the dates on which they legally expire, and the Government reserves the right to repeal them sooner if they so decide. Consideration of the McKenna duties will be postponed until the introduction of the Budget.

In order to make the situation clear, it seems well to mention that import duties of the United Kingdom in force at present consist of: (1) the old revenue tariff; (2) the McKenna duties on motor cars and other so-described "luxuries" which were adopted after the war to meet increased expenditure, and to which was subsequently added a duty on silk and artificial silk; and (3) the so-called Safeguarding duties which form a part of the policy of protecting "key" industries by the levying of import duties, in consequence of experience gained during the war.

A feature of all these recent duties is the granting of Imperial Preference to goods produced within the Empire, which incidentally has been of practical advantage in increasing the sale of certain Canadian products in the United Kingdom. In the case of the McKenna and general Safeguarding duties, the preference has taken the form of a reduction in the ordinary import duty of one-third, or some substantial figure. In the case of the "key industry" duties, whereas the products of foreign countries generally pay an import duty of 33⅓ per cent, similar goods manufactured within the Empire are admitted into the United Kingdom free of import duty.

All these duties, apart from the old revenue tariff, were originally adopted for a certain specific duration and subject to renewal. The Baldwin Government, however, decided three years ago to stabilize the principle of Imperial Preference, and enacted, after inquiry and revision, that the rates of Imperial Preference then in force should not be varied for a period of ten years.

That the result of these import duties has added a substantial sum to the country's revenue is apparent from the following statement of their yield to the Exchequer during the year ending May 31, 1929, which was issued by the Government this week in reply to a question in the House of Commons:—

McKenna duties—	
Cinematograph films	£ 200,000
Clocks, watches and parts	614,000
Motor cars, motor cycles, and parts and accessories	2,479,000
Musical instruments and parts and accessories	230,000
Total McKenna duties	£3,523,000
Safeguarding duties—	
Key industry duties	£ 679,000
Lace and embroidery	241,000
Cutlery	90,000
Gloves	559,000
Gas mantles	3,000
Packing or wrapping paper	590,000
Translucent or vitrified pottery	57,000
Buttons	144,000
Enamelled hollow-ware	56,000
Total	£2,419,000
Silk duties—	
Total	£6,089,000

MARKET FOR EGG CASE FILLERS IN THE IRISH FREE STATE

John H. English, Canadian Trade Commissioner

Dublin, July 12, 1929.—From inquiries received and investigations made, there appears to be a substantial market in the Irish Free State for wood pulp egg case fillers. While statistics are not available showing the quantity of fillers imported during the past year or two, it can be computed that in the neighbourhood of 1,560,000 30-dozen cases of fresh and storage eggs were exported from the country during 1928, while approximately the same number were shipped during the preceding year. In addition, the domestic market consumes a large quantity of cases and fillers.

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GOVERNMENT REGULATIONS

As a result of the Dairy Produce Marketing Act of 1924, all eggs intended for export from the Irish Free State must be packed in containers as specified by the regulations laid down, which state that in addition to the standard wooden case, the egg case fillers must be of white wood pulp or other suitable material of a calibre of not less than ·030 inch, and $2\frac{1}{2}$ inches in depth. Each division must be $1\frac{3}{4}$ inches square and the extreme width of the filler $11\frac{1}{2}$ inches. A flat of the same material is to be placed between each filler, so that in a 30-dozen case there are ten fillers and twelve flats.

While the act permits several different sizes of export cases to be used, the one most commonly in use here is the "cubicle case"—that is a two-section case containing thirty dozen eggs. The fillers themselves are similar in most respects to those used in Canada, and are made of cheap white wood pulp. Those used in the industry here are reported to be of a rather cheaper grade than the fillers used in Canada, having considerably less body, but being perhaps whiter.

PRICES AND COMPETITION

While it is impossible to determine accurately the principal sources for fillers at the present time, it is believed that the largest supplies are coming from Scandinavia, while certain quantities are also being made in this country from imported board. As in practically all forest products, Scandinavia is a keen competitor in the export field, with the result that contracts for fillers are being offered at the present time for as low as 6d. per set of 10 fillers and 12 flats c.i.f. Dublin, plus a small commission. This price, however, is unusually low, general quotations being in the neighbourhood of $6\frac{1}{2}$d., or slightly more, per set. Contracts are usually signed in September and October for delivery in the following February, March, and April.

METHODS OF BUSINESS

The marketing of eggs, while controlled to an extent by the Government, is in the hands of a number of firms who style themselves as exporters and who purchase from a large number of small packers throughout the country. The same firms that buy and export usually sell egg cases and fillers as well to the packers, thereby retaining a close contact with the producers.

It would appear therefore that a suitable method of handling the business here would be through the medium of such egg and produce exporters. The advantage of this method would be that stocks could be carried here in their warehouses, from which small orders could be filled, thus expediting delivery and facilitating trade. The selling commission required is in the neighbourhood of a halfpenny per set.

PROSPECTS OF TRADE

The exportation of eggs is the fourth largest trade in the Irish Free State, amounting in the three years 1926, 1927, and 1928 to £2,810,000, £3,040,000, and £3,121,000 respectively. Owing to the very definite encouragement which the dairying industry has received from the Government during the past five years, as well as the gradual betterment of conditions in the United Kingdom, the export of eggs should be a constantly increasing trade, with a resulting steady demand for egg case fillers. Consideration of this market therefore would appear to be well worth the attention of Canadian manufacturers. Providing prices are competitive, there should be no difficulty in securing a substantial volume of business, as dealers here have expressed a preference for trading with Canada.

SAMPLES

A sample egg case filler and flat is on file at the Department of Trade and Commerce, Ottawa, and can be seen by interested Canadian manufacturers.

CROP CONDITIONS IN THE IRISH FREE STATE

John H. English, Canadian Trade Commissioner

Dublin, July 16, 1929.—The condition of crops in Ireland on July 1, as reported by the Irish Free State Department of Agriculture, was excellent. The weather on the whole during the past season was conducive to growth, and from the third week in June warm sunny weather prevailed, making growing conditions ideal for most crops.

Pastures.—Pastures, especially those that had been treated with fertilizer, were doing well under the influence of the moist, sunny weather which prevailed during the greater part of June. A heavy crop of clover was particularly noticeable in all districts, with the exception of Counties Clare, Limerick and Galway, which suffered somewhat from drought. Livestock are reported to be healthy and in a better condition generally than at the corresponding period last year.

Hay.—By the end of June hay-making was well in progress and in many districts the bulk of the first and second crop had been gathered. Except on high and light uplands, where the cuttings were thin owing to the effects of drought, the crop was generally fairly heavy and of excellent quality. On the whole, it is anticipated that the yields of all classes of hay will be up to average.

Cereals.—All crops of grains are stated to have been in good condition on July 1. Wheat has made excellent progress, and the varieties "Red Stettin," "Yeoman II", and "Queen Wilhelmina" are doing well in most districts. Oats promise a heavy crop, while barley is good save that the straw is heavy. On the whole, the prospects for the cereal crops are promising, although should heavy rains fall the weight of the straw will probably lead to serious lodging. All indications at present point to an early harvest.

Potatoes.—The potato crop made rapid growth during June, with the result that the digging of the earlies was practically completed at the end of the month. Blight appeared in different parts of the country, but it is reported that it is being kept well in check by such precautionary measures as spraying which have been more widely adopted this season than in previous years. For the early crop, prices opened at round 16s. per cwt., but fell to around 10s. at the end of June.

Mangels, Turnips and Sugar Beet.—All root crops are reported to have done well up to the present. Mangels, sugar beet and early-sown turnips give promise of average yields, while late-sown turnips have suffered from the lack of moisture, and in some cases had to be re-sown. The injury caused by insect pests during the month of June was negligible, while damage from "root burn", although reported in some cases, has not been of a serious nature.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

C. Hartlett, Office of the Trade Commissioner

Melbourne, June 26, 1929.—Mainly owing to stock-taking activities and the general depression brought about by strike conditions in the timber and coal industries, trade in Australia has been very dull during the greater part of June. The trend is all in the direction of a reduction rather than increase of stocks, but that is usual at this time of the year. Trade prospects have been considerably brightened by the official announcement which has just been made that the protracted timber strike in Melbourne and Sydney, as well as in country sawmills, is at last at an end. Terms of settlement have been agreed upon and ratified by employers and men, and work is now being resumed after

five months of almost total inactivity in the building and allied industries. The loss to the men in wages and to mill-owners, contractors, owners of buildings and others, in interest on capital deprived of earning power over so long a period, has been very heavy. The improved conditions should favourably influence the demand for overseas timber and building material generally.

Despite all efforts to effect a settlement, the coal strike in New South Wales, in which some 12,000 men are involved, still drags on and coal continues to be imported in large quantities from England and New Zealand.

The Commonwealth statistician's figures of the oversea trade of Australia for the ten months of the current fiscal year to April show a favourable trade balance of exports over imports of £7,756,229. Imports are valued at £119,810,233 and exports at £127,566,462. Compared with the corresponding period of last year, imports decreased by £5,693,252, and exports increased by £3,881,417. Imports of canned fish, textile gloves, pipes and tubes, motor cars and parts and paper—on all of which Canada receives preferential tariff treatment—have been well maintained, but agricultural implements, timber, paper pulp, rubber tires, and some other goods of which supplies are also received from Canada, are much less in value in comparison with the same period of last year.

Wool.—At a joint conference of wool growers and selling brokers recently held in Melbourne, it was estimated that the quantity of wool expected to be received into stores for auction sale in Australia during the 1929-30 season would approximate 2,585,000 bales. In addition it was estimated that there would be 258,000 bales which would not pass through the brokers' stores in Australia, thus showing a decrease of approximately 102,000 bales in comparison with production in the 1928-29 season.

Of the 2,585,000 bales to be marketed in Australia, it was agreed that 1,260,000 bales be offered before the end of the year, and that 650,000 bales be offered in the northern selling centres (Sydney and Brisbane) and 600,000 bales in the southern centres (Melbourne, Adelaide, Perth, etc.).

Serious consideration is being given in wool circles to a proposal to raise, by a levy on growers of 1s. 2d. (28 cents) per bale, the sum of £350,000 for expenditure in research work in lowering costs of production and on a publicity campaign to bring before the people of oversea countries the advantages of wool from hygienic and other points of view over artificial silk and other wool substitutes. The Australian wool industry is being seriously affected by the growing competition of artificial silk, hence it is felt that some steps must be taken if more satisfactory prices for wool are to be received during the coming season than those now being offered.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—There has been much fluctuation in the price of wheat during the past month. Early in the month prices were on a low level in keeping with reduced values in oversea markets, sales being made at 4s. 4d. ($1.05) per bushel f.o.b. steamer. With the news of the passing of the United States Farm Relief Bill and the better values ruling overseas in consequence, prices here advanced to 4s. 7d. ($1.12) per bushel, and during the past week, following on reports of dry weather in Canada and owing to the dry conditions also being experienced in some of the Australian wheat areas, prices advanced to 4s. 8½d. ($1.15), which figure is ruling to-day. Good soaking rains are needed in some parts of the country, and until these rains eventuate holders of wheat are unlikely to part with any quantity of their supplies until the new crop is assured.

Exports of wheat from Australia since the commencement of the season in December to date have totalled 69,709,109 bushels as against 37,096,720 in the corresponding period of last year.

Flour.—The flour market in Australia has continued to be dull during the month as millers have refused to accept export orders at the low prices offered. Business has also been made more difficult by the high prices millers are being asked to pay for wheat which have been above London parity in Australia for some time. Exports of flour during the season have totalled 323,318 tons in comparison with 226,443 tons at this time last year.

On the basis of per ton of 2,000 pounds, f.o.b. steamer, to-day's prices of standard flour are:—

Packed in bags of 140 to 150 pounds gross	£8 15s. 0d.	($42 58)
Packed in bags of 98 to 101 pounds gross	9 2 6	(44 41)
Packed in calico bags of 49 pounds gross..	9 12 6	(46 84)

Freight Rates.—The difficulty experienced by the many vessels now bringing coal from England in securing return cargoes from Australia has recently brought about the large reduction of 10s. ($2.43) per ton in freight rates on both wheat and flour. For parcel cargoes of wheat to the United Kingdom, Europe, and South Africa, the rates now quoted for June/August shipment are 20s. ($4.87) per ton, and to Alexandria 22s. 6d. ($5.47). On flour the rates are in each instance 2s. 6d. (61 cents) higher.

FOREIGN TRADE OF INDIA DURING MAY

Richard Grew, Canadian Trade Commissioner

[Note.—Values have been reduced to Canadian currency at par value of exchange: 1 rupee equals 36 cents.]

Calcutta, June 27, 1929.—During the month of May, 1929, as compared with the previous month, the foreign trade of India showed decreased values in imports, exports and re-exports. The decline in imports of private merchandise amounted to $11,916,000 in value, the total importation being valued at $76,428,000. The value of exports of Indian produce and manufactures fell by $5,904,000 from $98,532,000 during April to $92,628,000 in the month under review. Re-exports were reduced by $288,000 to $2,340,000.

The importation of treasure on private account, including currency notes, was valued at $10,044,000 for May of this year as compared with $9,648,000 for the previous month and $12,816,000 for the corresponding month of the previous year.

As compared with the preceding month, the favourable visible balance of trade, when measured by figures for merchandise and treasure, shows a substantial increase, but as compared with the corresponding month of the previous year the decline is most pronounced. For the month under review the favourable balance of trade amounted to $8,964,000 as compared with $21,924,000 for May, 1928.

IMPORTS

Under the heading food, drink and tobacco, the imports rose by $3,456,000 to $11,700,000 in comparison to May, 1928. There was also an increase in the value of imports of manufactured goods during the same two periods, the advance amounting to $1,008,000, and the total importation being valued at $55,152,000. On the other hand, there was a decrease of $1,332,000 in the value of raw materials imported into this country. The total value of imports was $8,424,000 during May of this year.

The principal increases under the item of "Food, Drink and Tobacco" were in sugar and wheat. The former commodity increased by 23,000 tons to 57,000 and the value by $2,124,000 to $3,744,000. The increase is largely made up in greater arrivals of beet sugar.

The importation of wheat, which originated entirely in Australia, amounted to 50,000 tons with a value of $2,448,000. During the same month of the previous year, no importation of wheat is recorded. Of the decreases under this heading, rice into Madras was the principal item, where there was a decline of 13,000 tons valued at $612,000.

Of raw materials that registered a decline, kerosine oil was one of the most important, the decrease amounting to 6,000,000 gallons in quantity with a value of $1,368,000. There was also a decrease in lubricating oils, which declined by 3,000,000 gallons valued at $502,000. The imports of raw cotton decreased by 2,000 tons in quantity and $502,000 in value.

Under the heading manufactured goods, cotton yarn and manufactures were reduced by $502,000. Twist and yarn showed an increase in quantity from 3,369,000 pounds to 3,720,000, and in value from $1,728,000 to $1,944,000, while piece goods declined in quantity by 5,000,000 yards and in value by $756,000. There was an increased importation of grey goods amounting to 25,000,000 yards in quantity and $2,088,000 in value. On the other hand, white and coloured goods were reduced by 27,000,000 yards and 3,000,000 yards respectively in quantity and $2,016,000 and $828,000 in value.

Other principal increases in imports were noted in electrical instruments, $468,000; rubber manufactures, $396,000; motor cars, $324,000; paper and pasteboard, $360,000.

The other main decreases took effect in iron and steel sheets and plates, $468,000; aniline dye, $360,000; piece goods of cotton and artificial silk, $360,000.

EXPORTS

The total exportation of food, drink and tobacco from India during May of this year amounted to $18,072,000, which is a reduction of $2,232,000 as compared with the previous year. This decrease is mainly attributed to reduced exports of wheat and barley. The quantity of barley exported decreased from 45,000 to 200 tons, the value falling from $1,944,000 to $9,640. The exports of wheat fell from 10,000 tons to 200 tons and the value from $540,000 to $8,000. The exports of rice partly made up for the above loss, the increase amounting to 55,000 tons in quantity and $1,260,000 in value. The quantity of tea exported showed an increase of 329,000 pounds, but the value was decreased by $252,000. A reduction in coffee exports was also recorded, the quantity falling from 46,000 cwt. to 17,000 cwt. and the value fell by $900,000.

The total value of raw materials and produce decreased by $8,352,000 to $48,816,000 during May, 1929. Of the items in this group, there was a noticeable increase in the exports of raw cotton, the quantity increasing from 67,000 tons to 72,000 tons and the value from $24,480,000 to $25,308,000. Exports of raw jute declined from 59,500 tons to 36,000 tons, the corresponding decrease in value being from $7,848,000 to $4,788,000. The value of lac shipments was reduced by $360,000. Oilseeds were also exported in reduced quantities, the reduction in value amounting to $4,248,000. Exports of raw wool and raw hides and skins decreased in value by $720,000 and $468,000 respectively.

The total value of manufactured goods exported during the period under review amounted to $24,912,000, which is a decrease of $1,800,000 as compared with May of the previous year. During last month the exportation of jute bags numbered 40,000,000, a decrease of 8,000,000, the value falling from $7,956,000 to $6,084,000. The yardage of gunny cloth exported rose by 500,000 to 125,500,000 yards, but the value fell by $360,000 to $8,676,000. Hides both tanned and dressed declined by 200 tons in quantity and $324,000 in value. The quantity of paraffin wax exactly doubled the figures of a year ago, the total quantity amounting to 8,000 tons; the value rose from $648,000 to $1,476,000.

SUMMARY OF THE TRADE OF CANADA: MONTH, THREE MONTHS, AND TWELVE MONTHS ENDING JUNE, 1929

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of June, 1929			Three months ending June, 1929			Twelve months ending June, 1929		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
Imports for consumption	$	$	$	$	$	$	$	$	$
Agricultural and Vegetable Products	19,583,872	4,046,783	9,012,727	56,914,588	11,695,903	26,289,006	232,885,943	53,701,238	103,593,882
Animals and Animal Products	4,807,271	341,262	3,215,427	14,855,494	1,440,130	8,914,288	69,633,271	5,641,390	41,305,366
Fibres, Textiles and Textile Products	15,158,588	5,600,813	5,351,204	46,352,622	16,026,554	19,169,106	208,825,481	76,263,725	84,524,776
Wood, Wood Products and Paper	5,426,815	501,126	4,562,574	15,818,371	1,301,365	13,416,813	61,341,004	5,115,274	52,317,696
Iron and its Products	32,925,066	2,142,991	29,528,198	108,624,032	6,026,890	99,489,733	362,178,161	20,535,298	330,699,984
Non-Ferrous Metals and their Products	6,898,697	631,013	5,579,010	21,502,125	2,030,529	17,941,964	81,234,438	6,993,770	67,448,142
Non-Metallic Minerals and their Products	17,225,910	1,589,363	12,194,994	41,710,063	3,505,024	32,292,660	172,212,769	12,578,609	138,684,591
Chemicals and Allied Products	3,740,424	436,090	2,520,511	11,209,607	1,295,354	7,872,883	38,902,025	5,080,418	26,747,581
Miscellaneous Commodities	6,183,129	986,134	4,350,593	18,094,941	2,811,677	12,949,354	70,771,361	10,186,644	50,553,195
Total Imports, 1929	111,949,272	16,275,575	76,315,238	335,081,843	46,133,426	238,335,807	1,297,984,453	196,096,366	895,875,213
1928	110,703,773	16,701,112	75,463,286	302,776,481	44,057,633	210,516,491	1,142,004,494	187,571,030	749,491,894
1927	101,018,386	16,898,518	64,689,612	269,728,453	42,382,460	180,460,834	1,055,254,279	169,380,602	700,600,590
	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
Exports (Canadian Produce)	$	$	$	$	$	$	$	$	$
Agricultural and Vegetable Products	45,581,919	17,470,393	4,265,817	108,981,498	51,163,101	11,169,351	621,570,435	302,501,003	55,748,532
Animals and Animal Products	11,318,938	3,557,618	6,295,486	28,819,084	7,632,402	17,043,901	159,449,699	47,734,998	85,006,334
Fibres, Textiles and Textile Products	1,202,912	72,454	735,032	2,281,543	196,155	1,271,259	10,112,761	845,410	5,261,361
Wood, Wood Products and Paper	26,524,213	2,506,277	21,757,661	70,289,551	5,050,397	58,562,323	292,093,627	22,992,058	238,553,596
Iron and its Products	7,141,931	601,342	1,059,793	21,607,868	1,349,184	3,723,290	88,199,755	8,417,178	12,136,335
Non-Ferrous Metals and their Products	14,205,526	1,478,771	9,023,131	36,443,103	3,226,822	23,184,995	125,720,825	15,858,508	74,851,615
Non-Metallic Minerals and their Products	2,805,555	113,909	1,793,652	7,305,353	636,655	4,664,456	28,973,855	1,993,722	19,026,802
Chemicals and Allied Products	1,597,562	377,680	778,438	4,457,490	965,145	2,358,720	19,820,114	3,898,240	11,198,214
Miscellaneous Commodities	1,797,623	413,059	1,045,028	5,191,115	1,302,317	2,974,283	18,904,476	2,984,354	12,833,017
Totals, 1929	112,176,179	26,591,503	46,754,038	285,376,605	71,522,178	124,952,578	1,364,845,547	407,225,471	514,615,806
1928	107,121,091	33,235,185	40,384,854	284,117,730	94,027,192	110,504,371	1,220,526,328	400,499,551	479,941,194
1927	105,820,190	26,647,803	42,043,772	291,940,745	104,219,033	108,708,560	1,274,402,970	459,601,846	475,766,530
Exports (Foreign Produce)									
Totals, 1929	2,316,170	130,138	2,068,695	5,705,616	325,698	5,057,931	25,261,571	1,900,870	21,808,601
1928	2,017,491	119,721	1,801,439	5,630,448	363,300	4,896,256	22,775,142	1,161,460	20,153,085
1927	1,522,158	107,257	1,261,465	5,103,997	1,273,801	3,384,044	16,819,726	2,072,516	13,228,489
Excess of Imports (i) or All Exports (e)									
1929	(e) 2,343,077	(e) 10,446,066	(i) 27,492,505	(i) 43,999,622	(e) 25,714,450	(i) 108,325,298	(e) 92,122,665	(e) 213,029,975	(i) 359,450,806
1928	(i) 1,565,191	(e) 16,653,794	(i) 33,276,993	(i) 13,028,303	(e) 50,332,859	(i) 95,115,864	(e) 101,296,976	(e) 214,089,981	(i) 249,397,615
1927	(e) 6,323,962	(e) 9,856,542	(i) 21,384,375	(e) 27,316,289	(e) 63,110,374	(i) 68,368,230	(e) 235,968,417	(e) 292,293,760	(i) 211,605,571

ECONOMIC CONDITIONS IN THE MIDDLE EAST

Geo. R. Heasman, Acting Trade Commissioner

Dutch East Indies

Batavia, June 14, 1929.—The first quarter of 1929 shows a decline of 1·3 per cent in total trade compared with 1928, while up to the present time the decrease is 4 per cent compared with last year. Imports increased 16 per cent in quantity and 8 per cent in value, while exports increased 20·9 per cent in quantity but decreased 7·1 per cent in value. The total trade for the first quarter shows an increase in quantity of 19·6 per cent over 1928, but a decrease as mentioned above of 1·3 per cent in value. The import and export figures for the first quarter of the year compared with 1928 in thousands of guilders are as follows:—

	1928	1929	Inc. or Dec.
Imports	246,106	266,392	+20,286
Exports	400,916	372,477	−28,439
Total trade	647,022	638,869	− 8,153

Both the import and export trade must be considered as satisfactory. The lower prices obtained for tropical produce have been offset by the intensive agricultural methods adopted due to the close co-operation existing between science and practice. This has resulted in an increased production all round.

The Dutch East Indies is fortunate in that she does not rely upon one or even a few products, but on a very large variety. In addition to her well-established industries producing rubber, sugar, tea, and tin, there are minor industries of more recent growth of which the prospects are bright, notably tapioca, fibre, and oil palm.

The reconstruction of the Dutch Air Service and the furnishing of a regular weekly service between Amsterdam and Batavia is the object of a bill recently introduced by the Government. It is interesting to note that the tariff for passengers from Amsterdam to Batavia has been fixed at $1,000, or just twice as high as a first-class fare by steamer.

In connection with shipping, Canadian exporters should note that the Java-New York Line are putting on a weekly service from New York to Batavia starting June 22. It is by the Java-New York Line that shippers in Eastern Canada should route their orders, as in this way a transhipment is avoided.

The money market was easier during the month of May, while exchange rates remained steady except for the erratic movements of China and Japan rates. Brokers report that the share market is firm, but that turnovers are very small. The average of security values for the first quarter of 1929 shows an increase of 8 points since December, 1928.

The commodity market weakened again during the month of May. In so far as rubber was concerned, a firmer tendency was noticeable. The better tone was no doubt due to the increasing consumption. The sugar quotations continued to decline but the market remained steady. Sugar conditions in Java at present are good; one-third of the new harvest has already been sold. Tea and tin, two more of Java's principal commodities, are in an uncertain position at the moment. The tin market still has a declining tendency as production is very much ahead of consumption. Tea was affected by the repeal of the tea duties in England and also by the uncertainty of the election in England.

Economic conditions in the Dutch East Indies on the whole remain sound. The amount of loans at peoples' banks showed a considerable decrease and that of redemption a proportional increase, which is always a healthy sign.

Malaya

Trade returns from Malaya for April continue to show an increase and an improvement in economic conditions in general is apparent. In comparison with April, 1928, the value of exports rose 51·5 per cent, imports 6·8 per cent, and total trade 27·1 per cent. From January to April inclusive the values of exports increased 9 per cent, imports declined 6·7 per cent, and total trade increased 1·2 per cent compared with the same period in 1928.

The total value of foreign merchandise imported into and exported from Malaya, in thousands of Straits dollars, up to the end of April is as follows:—

	1928	1929	Inc. or Dec.
Imports—			
April	67,656	72,286	+ 4,630
Cum: January-April	312,051	292,977	−19,074
Exports—			
April	56,167	85,091	+28,924
Cum: January-April	295,096	321,525	+26,429
Total trade—			
April	123,823	157,377	+33,554
Cum: January-April	607,147	614,502	+ 7,355

It may be seen from the above that, while exports show an increase for 1929 as compared with 1928, imports show a decrease. The increase in exports is largely due to heavier shipments of rubber and tin, which are the two important export commodities of Malaya. The same remarks apply to Malaya in connection with rubber prices as to the Dutch East Indies. In so far as Malayan tin is concerned, there is no reason for pessimism. The decline in price since January last has been offset by increased production. Artificial restriction of output as suggested is contrary to the interests of the industry in Malaya and is unlikely to receive the support of experienced opinion, either European or Chinese.

Conditions in the money market are still tight. The Bank of England discount rate remained unchanged at 5·5 per cent. In the share market, after two months' depression, a burst of activity was noticed with a few advances in share quotations being recorded.

POINTS FOR EXPORTERS TO BRITISH MALAYA AND SIAM

Geo. R. Heasman, Acting Canadian Trade Commissioner

[Note.—Although British Malaya and Siam are different countries, the following applies to both unless otherwise stated.]

Batavia, June 17, 1929.—The Malay Peninsula consists of three separate countries, Burma and Siam dividing the peninsula in the north and British Malaya in the south. British Malaya extends from Singapore one-third of the way up the peninsula to 7° North latitude, where it comes into contact with Siam. British Malaya is then again divided into three political divisions known as the Straits Settlements, Federated Malay States, and the Unfederated Malay States, the total area of which is 52,000 square miles. The area of Siam is approximately 200,000 square miles and contains divisions of territory for domestic reasons only.

CLIMATE

The Malay Peninsula has what is known as a dry season and a wet season due to the area coming under the influence of the monsoons. The average annual rainfall in Singapore is 94 inches and in Bangkok 54 inches, compared with say Ottawa's average rainfall over the whole year of 24 inches.

The temperature of British Malaya in the shade ranges from 78°F. to 87°F., while in Siam the average temperature the year round is 82°F. It is, however, the high humidity of Malaya's climate which is disagreeable. The mean rela-

tive humidity ranges from 60 per cent to 98 per cent and only on rare occasions does it fall below 60 per cent. This humidity is hard on commodities no less than on human beings. Confectionery will not last for any length of time once exposed to the atmosphere. Canadian flour, for instance, will not last much longer than twelve weeks. Metalware rusts quickly, while due to the climate in general white ants make the use of any kind of soft wood for construction purposes impossible.

POPULATION AND PURCHASING POWER

Probably nowhere in the world will there be found such a mixture of races as in Malaya. The Chinese are the most predominant in the towns. They are in every line of business, controlling rubber estates, rubber and biscuit factories, and tin mines, and they dominate the retail trade. Immigration of Chinese into Singapore is estimated at 10,000 per month, and it is only a matter of time until they are in the majority throughout the whole of British Malaya.

At the present time the total population of British Malaya is 4,000,000, of which Chinese number 1,500,000. The Europeans and Eurasians combined would probably number 35,000. The native Malays are still dominant outside the towns.

The purchasing power of the country for articles of Canadian manufacture is practically limited to the Europeans, Eurasians and wealthy Chinese.

In Siam the total population is between nine and ten million, of which the European population is estimated at 2,000, chiefly located in Bangkok. As in Malaya, the Chinese are very prominent in the towns, nearly one-third of Bangkok's population being Chinese. The population of Siam has a low purchasing power, as the vast majority are Siamese farmers. There is not the wealthy class of Chinese that is found in Malaya, due chiefly to the fact that the Chinese have not been trading in Siam as long as they have in the former country. They have not yet had the opportunity to accumulate wealth.

PORTS AND MAIN CITIES

The main cities are Singapore, Penang, Kuala Lumpur and Ipoh in British Malaya, and Bangkok in Siam. The first two have practically a monopoly of the shipping trade in Malaya. Singapore, which is an island, is not only the most important city in Malaya with a population of between 400,000 and 500,000, but it is also a free port. Transhipment of produce is made here from all over the Middle East. Penang, also situated on an island, on the west coast of the peninsula, is a transhipment point for Sumatra, inland points in British Malaya, and also for rail shipments to Bangkok. Bangkok is the main city and chief port in Siam, handling 85 per cent of all imports. It is through this port that Canadian produce would most likely enter Siam. Kuala Lumpur and Ipoh are inland cities in Malaya with populations of approximately 40,000 and 90,000 respectively.

METHODS OF DISTRIBUTION

The chief methods of distribution in both Malaya and Siam are still through the import and export houses. In many cases these firms have their head office in London, England, from where the purchasing is controlled. This old method, however, is gradually losing ground. The firms handling provisions were the first to feel the change. This trade has been slowly but surely slipping into the hands of the Chinese wholesaler, who either imports direct himself or places his indents with a manufacturer's agent.

The day of the large distributor with his 20 to 40 per cent gross profit is passing. He is being supplanted by the manufacturer's representative who takes orders on a commission ranging anywhere from $2\frac{1}{2}$ to 10 per cent.

In the past it has been the practice of manufacturers to grant the whole of the Malayan territory to one distributing house, and this method was quite satisfactory as these firms usually had branches in the main cities. With changing conditions, however, a manufacturer entering the field for the first time with world-wide competition to be faced and no favours shown, should give due consideration to the manufacturer's agent as a means of establishing his product. He must choose between giving his line to an agent with an office in Singapore, travelling the territory probably twice a year, or to one of the distributing houses with branches scattered throughout the territory. In the latter case a large gross profit materially cuts down sales and in some cases makes the line non-competitive. If therefore it is possible to place his line with a firm of manufacturers' agents who cover the territory thoroughly, it may be advisable to do so. Should one of the smaller firms of manufacturers' agents be secured, then the question arises of allocating only half the territory, say as far north as Kuala Lumpur, to a man in Singapore, and securing a second agent in Panang for the territory north of Kuala Lumpur.

In Siam the manufacturer's agent has as yet hardly made his appearance, and the import trade is practically all in the hands of the European distributing houses. Imports by the Chinese firms from correspondents in Hong Kong and Singapore form the exception. In no case should a manufacturers' agent or a distributing house in Singapore be given the territory of Siam unless a branch of the concern is in the city of Bangkok.

TERMS OF SALE AND CREDIT INFORMATION

It is difficult to give definite advice as to what are the usual terms of sale. Lines that are in the hands of old distributing houses could be given terms of 30 to 60 and even 90 days with perfect safety, if the selling price can carry the interest. Caution should be exercised in granting terms to Chinese importers. On the other hand, Canadian manufacturers should not refuse terms to a Singapore importer just because he is of Chinese nationality as some of the Chinese importing firms are the wealthiest in the country. Many Continental manufacturers—and in fact American manufacturers as well—grant terms more or less indiscriminately, and this practice makes it doubly hard for Canadian manufacturers to come into the market with a new line unless they are willing to give equal terms. Credit information is not always easily obtainable. There are no mercantile agencies corresponding to Dun's and Bradstreet's, and for credit information one is almost entirely dependent on the banks and on opinions expressed in the mercantile community.

In no case should a shipment be made without first obtaining, either through a local bank or through the Trade Commissioner, a report on the firm desiring to import. Very often Chinese firms operate under some European name—a practice that is apt to be misleading to the Canadian manufacturer, who believes himself to be dealing with an English firm.

PACKING

In packing for either Siam or Malaya, two separate and distinct points must be kept in mind. First there is the climate: if the commodity is perishable either from excessive heat, moisture or the depredation of white ants, the packing must be such as to overcome these dangers. Secondly, every commodity coming from Canada is subject to transhipment either at New York, at a British port, at Penang, Singapore or Hong Kong, depending on its point of shipment in Canada and the ultimate destination. Packing must therefore be of much stouter construction than would be necessary if no transhipment were involved. Machinery in crates or heavy hardware must be well braced.

SHIPPING

Canadian shippers to Siam on the Pacific coast will of course ship C.P.R. to Hong Kong and then by the China Navigation Co. Limited or the China Siam Line to Bangkok. Eastern exporters, however, have a choice of shipping to London or a Continental port to connect with one of the direct steamers to Bangkok or to ship from New York via Java-New York Line for transhipment at Singapore. Bangkok-Singapore is served, in addition to the direct steamers, by the Straits Steamships Co., the British India Steam Navigation Co. Limited, and the Siam Steam Navigation Co. The lines operating a direct service to Bangkok are the Ellerman Line (once a month from London and Continental ports) and the Danish East Asiatic Co. (three times a month). The agents for the Java-New York Line are Messrs Funch, Edye & Co. Inc., 25 Broadway, New York.

Shippers from Eastern Canada to Malaya should ship preferably via New York and then Java-New York Line direct. The alternative is to ship via (say) Montreal for transhipment at Liverpool or some other port in England. This latter routing takes longer and is usually more expensive.

Canadian exporters from the Pacific coast to Malaya have a choice of shipping either to Hong Kong by C.P.R. for transhipment to Singapore or shipping from Vancouver to San Francisco and then tranship to the Kerr (Silver) Line of steamships for Singapore. In the case of fresh fruit, the latter is the only feasible route. The agents in Vancouver are Messrs. C. Gardner Johnson Ltd.

DOCUMENTATION

Documentation for either Malaya or Siam is very simple. No consular invoice or declaration of origin is needed. An original commercial invoice, however, is required showing that the goods are imported into Malaya or Siam and giving the home consumption value along with the quantity and description of the goods. The invoice must also be signed by a responsible member of the exporting firm.

Documents should arrive with or before the goods, but in the event of goods arriving before the documents they can usually be obtained under guarantee from the bank to the steamship company.

TARIFF

The tariff of British Malaya consists of only a few duties imposed on alcoholic beverages and tobacco. Singapore is a free port with large bonded warehouses provided for these two commodities.

In Siam there exists a revenue tariff ranging from 5 per cent ad valorem on most articles up to 25 per cent ad valorem on tobacco. Alcoholic drinks, fuel oil, matches, sugar, films, tobacco, motor cars and equipment are all mentioned specifically, but commodities not included in the above or mentioned in the list of exemptions are subject to a general ad valorem duty of 5 per cent. Nearly all Canada's imports to Bangkok, with the exception of motor cars and equipment, would be subject to this lower duty.

TRADE MARKS

In the Federated Malay States of British Malaya the Secretary to the Government advises that no rules or regulations have yet been made to provide for the establishment of a system for the registering of trade marks. Similarly in the Straits Settlements the Colonial Secretary advises that there is no registration of trade marks in that colony.

In Siam trade mark registration is still in draft and is not yet promulgated.

CONDITIONS IN THE NETHERLANDS

J. C. Macgillivray, Canadian Trade Commissioner

Rotterdam, July 19, 1929.—During the first half of 1929 there were no abnormal movements affecting the economic position in the Netherlands. Basic business conditions have been good, and the steady improvement which was noted in 1928 has continued.

The exceptionally severe winter weather which lasted until the first half of March adversely affected many agricultural and horticultural products, but most of them appear to have recovered for the greater part during the second quarter of the year; damage to potato crops, for example, is reported to have been no more than 7 to 8 per cent. Traffic on the inland waterways—which is of great importance in Holland—as well as the fishing industry, were hampered during the same period with an attendant epidemic of unemployment.

In the course of the half year the annual reports were published of the leading Dutch industries and enterprises for 1928, which reflected the favourable development of industry and trade and in many instances showed improvement in comparison with the preceding year. Special mention must be made of the increased activity in the radio, blast furnace, aeroplane, electrical apparatus, and coal mining industries. On the other hand, the sugar industry is in a bad state, and an act for the purpose of subsidizing it has already passed the Second Chamber of the States General. A further step in the development of the Dutch artificial silk industry was an arrangement between the Dutch "Enka" and the German "Glanzstoff" for the purpose of more favourably meeting European competition.

The incandescent lamp and radio industry made further developments, and the leading manufacturer now employs a staff of over 20,000 hands, while large interests in allied German industries have also been acquired.

Trade balance figures for the first six months show an excess of imports over exports amounting to 364,900,000 fl. compared with 409,000,000 fl. for the first six months of 1928. There is some disquietude in a number of export industries owing to the tendency of certain countries to raise their import tariffs and to otherwise make it more difficult for Dutch products to be sold in markets which at the present time absorb a large part of Holland's output.

The State Income for the first half of 1929 amounted to 249,775,678 fl., being 14,203,178 fl. in excess of the estimated returns, whereas they have decreased somewhat if compared with the first half of 1928 when they totalled 251,047,555 fl.

The wholesale price index figure was 142 in May compared with 146 in January, while for foodstuffs alone it was 150 against 153. The index figure representing retail prices was 154 during April and May, in comparison with 150 in January and February and 147 in March. On the whole, however, the average of 151 for the period is considerably lower than the average figure for January to May of the previous year, when it was 161. These figures are all based on 100 for 1913.

On March 25, six weeks after the increase of the English discount rate, the Netherlands Bank as was expected raised its discount rate for bills, which had been unaltered since October 13, 1927, from 4½ to 5½ per cent. For promissory notes and for loans on securities and merchandise it is now 6 per cent and 7 per cent for advances on current account.

The statement of the Netherlands Bank of July 1 showed a note circulation of 884,067,000 fl. in comparison with 833,981,000 fl. on December 31, 1928; deposits were 21,610,000 fl. against 50,894,000 fl.; foreign bills 175,666,000 fl. against 219,828,000 fl.; while loans amounted to 150,723,000 fl., and home bills and promissory notes discounted were 62,882,000 fl.

The annual statement of the bank for 1928 reflects a favourable year with profits amounting to 15,300,000 fl. in comparison with 10,600,000 fl. in 1927. The president of the Netherlands Bank in summing up the economic situation stated as follows:—

From an economic viewpoint, the past year has not been an unfavourable one for Holland. Both industry and commerce have continued to develop favourably, and there have been fewer complaints about high cost of production and difficulties of selling Dutch products abroad than in previous years. Unemployment continues to decline. Thanks to the favourable weather conditions in 1928, the yield of most agricultural products was good, so that the returns were remunerative despite the fall in prices. The great demand from America and Germany for staple products had an influence, which is not to be underestimated, on the trend of prices. The yield of dairy produce was likewise satisfactory. For the past three years Holland has ranked first among cheese exporting countries. The total value of Holland's foreign trade during 1928 showed an increase of 5 per cent, compared with 1927. The value of the exports increased 4½ per cent and the value of the imports by 5.3 per cent.

On the issue market there was a considerable increase in the offerings of industrial stocks and bonds, their values being 171,289,000 fl. and 105,650,000 fl. respectively, but a decrease in state, provincial and municipal loans. There was also a sharp falling off in foreign issues, which for the first six months of 1929 came to 80,000,000 fl. in comparison with 193,000,000 fl. in 1928. The total home and foreign offerings were valued at 276,000,000 fl. compared with 347,000,000 a year ago.

Owing to the abnormal weather conditions, unemployment was exceptionally great during January, February and March when even under normal conditions there is a considerable seasonal slackness. In January the number out of work comprised 16·2 per cent of the total. In February this figure was 17·2 per cent and in March 13·0 per cent. By way of comparison, these figures were in 1928, 18·8 per cent, 7·3 per cent and 5 per cent respectively. While no statistics for the second quarter of the year are as yet available, the situation has improved and is now back at normal with a scarcity of labour in some branches of industry.

The first half of the year witnessed a decrease in the harbour movement of Rotterdam, which fell from the first place on the Continent occupied in the latter half of 1928, to the third. Antwerp is now leading with 10,108,761 tons, followed by Hamburg as a close second with 10,050,772 tons, while Rotterdam's tonnage fell to 9,961,345.

In April a new air connection with Berlin was opened by the Royal Dutch Air Lines, which inaugurates a new and fast connection between England and Central Europe.

At the beginning of the year there was a new development in long-distance telephone connections, when it became possible for the public in Holland to get in communication with the principal cities of the Dutch East Indies, a distance of 8,700 miles. For a three-minutes' conversation the charge is only $10, provided notice is given beforehand. For a quicker connection the rate is higher, but in comparison with the transatlantic schedule the cost is low. Telephonic conversation has also been established between Holland and Sydney, Australia.

THE NETHERLANDS TOBACCO MARKET

J. C. Macgillivray, Canadian Trade Commissioner

Rotterdam, July 17, 1929.—The Dutch tobacco trade is close to 300 years old. In the eighteenth century it was confined almost to American leaf, with Virginia tobacco in a prominent position. Early in the past century the trade had died down, however, owing chiefly to English competition, and it remained dormant until 1865 when the first shipment of colonial tobacco—189 bales from the East Indies—was offered on the Rotterdam market. This

was the beginning of a trade which has worldwide ramifications, although Amsterdam soon succeeded Rotterdam as its centre, in the former city there being 24 out of a total of 34 offices which administer East Indian tobacco plantations, and also the majority of Dutch tobacco importers.

The Netherlands import annually approximately 30,000 metric tons of tobacco leaf with a value of roughly $14,000,000. The greater part comes from the Dutch East Indies and the United States and smaller quantities from Southern Europe, the West Indies and South America. The following table shows the value of the imports, exclusive of stems and refuse, by geographical areas together with the percentage of the total supplies by each from 1924 to 1928. Values are in thousands of guilders.

Year	D.E. Indian	%	American	%	European	%	Other	%	Total
1924	15,577	45	12,802	37	1,797	5	4,186	12	34,361
1925	18,292	47	15,191	39	1,750	4	3,502	9	38,735
1926	17,682	47	15,353	41	1,223	3	3,029	8	37,287
1927	16,226	45	15,174	42	1,144	3	3,508	9	36,052
1928	19,423	48	15,852	40	1,327	3	3,384	9	39,986

DOMESTIC PRODUCTION

The production of tobacco in Holland is steadily declining due to the strong competition from abroad, to the primitive methods of cultivation and to the fact that Dutch tobacco is of an inferior quality. In 1854 there were 2,792 acres of ground under tobacco cultivation, but this figure has shrunk to only 237 acres with a yield of roughly 1,000,000 pounds of tobacco chiefly of the "Manilla" variety. Tobacco-growing in the Netherlands is confined to two localities, in the province of Utrecht near Amersfoort, and in Gelderland in the vicinity of Nijikerk. The home grown leaf is used for pipe smoking, and it is also exported to neighbouring countries where it is blended for use in cigarettes.

It is unlikely that the future will witness any increase in the cultivation of tobacco in Holland, it being more probable that the decrease will continue.

CONSUMPTION

Although there are no up-to-date figures available, it is probable that the Netherlands is one of the largest if not the largest per capita tobacco consumer in the world. Statistics for 1913—which are the most recent—credit the Netherlands with 7½ pounds in comparison with 3 pounds in Canada.

By means of the internal revenue tax which is imposed on all tobacco and tobacco products which are consumed in Holland, it is possible to get an accurate idea of the consumption of cut tobacco, cigars and cigarettes. The statistics for 1928 are now available, and compared with the previous year they show a very marked increase in the use of both cigars and cigarettes but a slight decline in cut tobacco. In the case of the two former, the increases were 5·48 per cent and 7·37 per cent respectively, while the decrease in cut tobacco amounted to 0·51 per cent.

The tables which follow give the consumption by number of cigars and cigarettes and by kilograms of cut tobacco with values for the years 1923 to 1928 inclusive.

In studying the tables it will be noticed that the consumption of cigars and cigarettes reached its highest point in 1928, the lowest for cigars being in 1924, and for cigarettes in 1923. The consumption of tobacco was at its highest in 1924 and its lowest in 1925.

As regards price, the total retail selling price of all classes of cigars, cigarettes and tobacco increased from slightly more than $56,800,000 in 1923 to nearly $60,800,000 in 1924, decreased in 1925 to a figure in excess of $55,800,000,

and in 1928 rose to nearly $64,800,000, indicating an ever-expanding market. The figures are as follows:—

	Cigars		Cigarettes	
	Number	Value Retail	Number	Value Retail
1928	1,266,889,000	$35,015,844	2,790,691,000	$18,650,675
1927	1,197,612,036	33,360,899	2,590,892,595	17,417,738
1926	1,145,089,038	32,424,183	2,369,074,830	16,218,334
1925	1,062,972,265	30,969,620	1,981,680,045	13,886,490
1924	1,036,846,063	30,239,404	2,506,865,430	16,994,673
1923	1,043,125,533	31,409,628	1,957,944,920	14,073,499

	Cut Tobacco	
	Kg.	Retail Value
1928	11,751,000	$11,079,547
1927	11,845,000	11,191,758
1926	12,540,000	12,072,240
1925	10,622,000	10,453,789
1924	14,596,000	13,547,999
1923	12,683,000	11,370,405

CIGARS

Holland is essentially a cigar-smoking country. They are low in price and good in quality, and it is doubtful if the per capita consumption is greater anywhere else in the world. In 1927 in comparison with 1926 there was an increase of slightly more than 5½ per cent in the quantity and an increase of about 2½ per cent in the value of cigars consumed, while in 1928 there was an increase of approximately 5 per cent in both quantity and value compared with 1927. Since consumption statistics were first published in 1923 there has been an increase in the use of small and cheap cigars and a decrease in medium and high-priced cigars, although in 1928 this movement has been slowed up and the number of medium-priced cigars which were used is larger than was the case in the preceding period.

The following table gives a comparison of percentage of cheap, medium and expensive cigars which were sold from 1923 to 1928. Prices are retail and in Canadian currency.

Percentage of Sales of Various Priced Cigars

Year	Less than $0.02	From $0.02 to $0.04	More than $0.04	Total Percentage
1923	11.00	82.20	6.80	100
1924	12.22	81.88	5.90	100
1925	13.33	80.74	5.93	100
1926	17.23	76.67	6.10	100
1927	19.89	74.44	5.67	100
1928	20.46	73.69	5.85	100

CIGARETTES

The consumption of cigarettes declined sharply in 1925, but regained its position in 1926, and in 1928 both the value and weight exceeded those of any other period, and in comparison with 1927 both had increased by over 7 per cent. This increase has to a large extent been caused by the importation of three well-known brands of American cigarettes, one of which in particular is enjoying a large sale. All three are extensively advertised, and the retail prices are practically equivalent to those ruling in the United States.

The percentage of sales of the various priced cigarettes is as follows. Prices are retail and per cigarette.

Percentage of Sales of Various Priced Cigarettes

Year	Less than $0.004	From $0.004 to $0.012	More than $0.012	Total Percentage
1923	6.87	88.31	4.82	100
1924	6.43	90.12	3.45	100
1925	2.26	94.25	3.49	100
1926	2.70	94.50	2.80	100
1927	2.16	95.72	2.12	100
1928	2.68	95.42	1.90	100

In brief, the three most widely-used cigarettes are those which sell for three-fifths of a cent, half-a-cent and four-fifths of a cent. These between them account for approximately 75 per cent of the total sales.

CUT TOBACCO

As already stated, the use of cut tobacco shows a tendency to contract. It reached its highest point in 1924, but since then the volume has declined by 36 per cent, although the drop from 1927 to 1928 was not marked and it is considered probable that there will be no further sharp recessions.

As a guide to the price levels at which cut tobacco sells the following table is appended:—

Year	At $0.255	At $0.290	At $0.364	At $0.473	At $0.544
1923	9.53	11.02	8.92	5.16	18.58
1924	6.25	9.83	15.01	4.41	15.57
1925	2.61	7.45	22.25	9.19	18.47
1926	2.77	8.90	23.48	9.50	15.59
1927	3.13	8.70	22.26	12.05	9.89
1928	2.69	7.90	23.54	13.66	9.62

There are no statistics to show the proportion of cut tobacco which is used for chewing tobacco, but the opinion of the trade is that it would not exceed 8 per cent of the total.

TOBACCO INDUSTRY

The manufacture of cigars is one of the more important of the minor industries of the Netherlands. They were being made as long ago as 1826, but it was not until about 1860 that the industry attained much importance when a depression in the weaving trade threw a large number of people out of employment who later became engaged in the manufacture of tobacco. At the present time the industry employs close to 20,000 hands working in 478 factories. There are also 31 cigarette factories.

As regards cut tobacco, there are roughly 300 manufacturing establishments, the great majority of which are unimportant. Three large manufacturers, two of whom are near Rotterdam and one of whom is near Amsterdam, between them account for between 35 and 40 per cent of all the tobacco used in the country. There are also eight other plants with the same approximate output, while the balance is accounted for by nearly 290 small manufacturers, most of whose trade is confined to their own particular neighbourhoods.

FOREIGN TRADE IN UNMANUFACTURED TOBACCO

A study of the direct imports and exports of raw tobacco shows that there has been a noticeable increase in the case of the former and a tendency to decline with the latter. The weights and value of the total imports and exports, including stems and refuse, during the 1923 to 1928 period was as follows:—

Unmanufactured Tobacco

	Imports		Exports	
	Weight in Met. Tons	Value 1,000 Fl.	Weight in Met. Tons	Value 1,000 Fl.
1923	28,497	30,170	2,447	2,072
1924	29,793	34,616	2,525	3,360
1925	30,665	38,851	1,463	2,429
1926	32,183	37,552	1,509	2,218
1927	30,917	36,154	1,574	2,179
1928	32,342	40,052	1,400	1,987
Average 1923-1928	30,733	36,266	1,819	2,372
Average price per pound in Canadian currency		$0.23		$0.25

TOBACCO IMPORTS

Reference has already been made in a general way to the origin of the unmanufactured tobacco imported into the Netherlands. The percentage coming from the Dutch East Indies has increased, that from the United States remains fairly steady, while imports from Europe and from parts of the world other than the Dutch Colonies, the United States, and Europe tend to decline.

Of the American tobacco which is imported, averaging 10,741 metric tons valued at 11,512,000 florins in the period 1923-1928, Kentucky is the most important (averaging 3,144 tons of a value of 3,057,000 florins), followed by Virginia, Maryland, and Seedleaf. (The average price of these tobaccos over the period was 20 cents per pound.) No other American tobacco is specified in the trade statistics.

Importers are fairly unanimous in their opinion that tobacco from the United States will be subject to increasing competition from Dutch East Indian tobacco. Production on the colonial plantations is increasing, and when the price of Java tobacco is under that of the American it is being used by manufacturers in the Netherlands in the place of Maryland and Burley and to a lesser extent Kentucky and Virginia.

The average importation and value of Dutch East Indian tobacco in the period 1923 to 1928 was 12,279 metric tons (16,790,000 fl.), and the average price 24 cents per pound. The sources of supply with average importation for the six-year period were: Sumatra, 2,247 tons (8,345,000 fl.); Java, 9,996 tons (8,414,000 fl.); and Borneo, 36 metric tons (198,000 fl.). The average prices were: Sumatra, 67 cents; Java, 11 cents; and Borneo, $1 per pound.

Imports of tobacco from Cuba and Central and South America have been of some importance, averaging in the years 1923 to 1928, 3,206 metric tons valued at 2,959,000 florins, and distributed principally as follows: Cuba, 187 tons (316,000 fl.); Brazil, 2,149 tons (2,153,000 fl.); and Paraguay, 580 tons (336,000 fl.). The average prices per pound were: Cuba, 31 cents; Brazil, 18 cents; and Paraguay, 10 cents.

European tobacco does not play an important part in the Netherlands industry and in 1928 imports from European countries, principally Turkey, which in that year is credited with 1,246 metric tons of a value of 2,605,000 florins, comprised only 3 per cent of the total. The remaining countries export approximately 9 per cent of the total unmanufactured tobacco imported into the Netherlands. Imports of these tobaccos, which include Algeria, Manila and stem, show wide fluctuations as to both quantity—which averaged 2,378 tons valued at 993,000 fl. over the period 1923-28—and unit price, which averaged 6 cents per pound.

MANUFACTURED TOBACCO

In comparison with leaf tobacco, the imports of manufactured tobacco are small and during the past few years have shown a decided tendency to decrease. On the other hand, exports of manufactured tobacco are slowly increasing. The average imports and exports of manufactured tobacco from 1923 to 1928 inclusive were, exclusive of the weight of cigars: imports, 418 metric tons (908,000 fl.); exports, 5,667 tons (14,847,000 fl.).

Cigarettes and cigars together account for over 90 per cent of the imports of manufactured tobacco, the balance being accounted for by pipe and chewing tobacco and snuff. With the exception of cigarettes, all are stationary or declining. The following were the average imports of manufactured tobacco by principal groups for the period 1923-28: cut tobacco, 51 metric tons (48,000 fl.); cigars, 101 tons (263,000 fl.); cigarettes, 289 tons (579,000 fl.); and snuff, 10 tons (17,000 fl.). Cut tobacco is imported principally from the United Kingdom and the United States, there being a number of the better-known brands of British and American pipe tobaccos on the market. Cigars come from Cuba and Germany, which between them supplied 752,000 out of the total imports which amounted to 1,245,000.

Imports of cigarettes during 1927 and 1928 were as follows:—

Countries	1927		1928	
	Met. Tons	1,000 Fl.	Met. Tons	1,000 Fl.
Germany	12	13	28	21
Belgium	12	11	24	31
United Kingdom	19	52	19	44
United States	30	78	60	141
Egypt	137	352	242	596
Totals	249	571	411	912

EXPORTS OF RAW TOBACCO

As regards the exports of tobacco from the Netherlands, there was an average of 1,819 metric tons with a value of 2,372,000 fl. during the six years from 1923 to 1928, as compared with average imports of 30,733 tons at 36,266,000 fl. Dutch East Indian tobacco, principally Java, makes up close to 40 per cent of the total, and European tobacco most of the balance. Some 10 per cent, mostly Seedleaf, is from the United States, and a smaller quantity is South American tobacco.

The principal markets for leaf tobacco exported from the Netherlands are Germany, the United Kingdom, Denmark and Belgium. In addition to exports, there is an important transit movement of tobacco in Holland through Rotterdam and Amsterdam which is, however, beyond the scope of the present report.

EXPORTS OF MANUFACTURED TOBACCO

Exports of cut tobacco, which go principally to the Netherlands East Indies, form the chief item in Holland's exports of manufactured tobacco. The total in 1928 was 6,208 metric tons compared with 5,514 tons in 1927 and 5,954 tons in 1926.

The figures in detail showing the principal countries of destination in 1927 and 1928 are as follows:—

Countries	1927		1928	
	Met. Tons	1,000 Fl.	Met. Tons	1,000 Fl.
Germany	574	537	602	549
Dutch East Indies	3,553	8,803	3,991	9,904
Denmark	380	433	401	433
British East Africa	727	1,604	875	1,896
Northwest Borneo	37	95	46	115
Surinam	95	203	116	242
Totals	5,514	11,909	6,208	13,410

In 1928 the Netherlands exported 58,552,000 cigars with a value of 3,794,000 fl., in comparison with 55,267,000 at 3,612,000 fl. in 1927. The East Indian Colonies make the principal market, absorbing approximately 60 per cent of the total. Australia is the next best customer, followed by China, the Argentine, South Africa, Denmark, New Zealand, the United Kingdom, Norway and Sweden.

Exports of cigarettes are of less importance, having come to 145 tons with a value of 302,000 fl. in 1928. Here again the Netherlands East Indies is the best market, although Sweden is also of importance.

METHODS OF SELLING

East Indian tobacco is disposed of on consignment at sales which are held periodically in Amsterdam and Rotterdam, while American tobacco is purchased through buyers in the United States, through brokerage houses in the United States or Holland; in less frequent instances the manufacturer or importer may buy direct.

The Amsterdam and Rotterdam tobacco sales, which begin in the early spring, are events of some importance in Holland and contain a considerable element of speculation. After the bales arrive samples are drawn, and on the basis of these sealed offers are made by the importer, the highest bidder getting the tobacco. The broker then buys from the importer and resells to the consumer for export, although the tendency now appears to be to eliminate the broker in favour of direct trading.

European and South American tobacco is as a rule purchased when the tobacco is grown by buyers who act on behalf of Dutch importers.

CANADIAN TOBACCO ON THE DUTCH MARKET

Limited quantities of Canadian-grown tobacco have been selling in Holland for some time, but it is generally not well known. Most if not all of the purchasing has been done through brokers in the United States; there have been no direct sales. Consumers who have bought Canadian tobacco have been favourably impressed by its quality. They state that while the appearance of Canadian burley may not be quite so attractive as that from the United States, its quality is considered somewhat better although criticisms have been voiced that the stem of the Canadian leaf is too large and heavy.

The extent to which Canada can participate in the Dutch market in the future depends entirely on price. When, for instance, Canadian burley can be secured more advantageously than its American competitor, it will be bought, but when the price is the same introduction will be a more difficult task owing to the long period which Kentucky tobacco has been on the market and the old-established connections which exist. In the background too there is always the competition of the Java leaf.

Any Canadian tobacco exporters who are desirous of doing business in the Netherlands should submit generous samples and prices to the office of the Canadian Trade Commissioner in Rotterdam.

IMPORT AND EXCISE DUTIES

The Netherlands tariff does not contain any preferential rates, and tobacco and tobacco products imported from all countries including the Dutch Colonies, pay the same rate.

Apart from the import duties, there is an excise tax which is payable on all fabricated tobacco products whether of domestic manufacture or imported. On cigars this amounts to 10 per cent of the retail price, on cut tobacco and snuff to 15 per cent, and on cigarettes to 25 per cent. The excise tax is collected by means of stamps which are affixed before the products are offered for sale.

The import duty is comparatively low on raw tobacco, but much higher on the manufactured product. On uncut tobacco imported in rolls or leaves and also on uncut stems the duty is 1.40 florins per 100 kilos, which increases to 5 florins in the case of pressed uncut stems. On cut tobacco, snuff and tobacco not otherwise provided for the duty is 30 per cent ad valorem. Exemption from duty may be granted to tobacco and tobacco stems which are imported to be used as fertilizer or for the manufacture of products which are not subject to tax.

On imported cigars, the duty is 15 florins per 1,000 for those with a value up to 50 florins per 1,000, while on others the duty is 30 per cent ad valorem. On cigarettes it is 45 per cent ad valorem.

THE REPUBLIC OF PARAGUAY

E. L. McColl, Canadian Trade Commissioner

POPULATION, GEOGRAPHY AND CLIMATE

Paraguay, with a population of 800,000, has an area roughly estimated at 62,000 square miles. There is an additional 100,000 square miles to the north, at least half of which is claimed by Bolivia. Although Paraguay is an inland country, being completely enclosed by Argentina, Bolivia, and Brazil. it has the advantage of water transport to the sea by means of the river Paraguay. The country extends north and south about 450 miles, one-third lying north of the Tropic of Capricorn. For four months of the year, from the latter half of November to the first half of March, it is hot, although it is more temperate in the south. The winter months in the south are cool, the temperature occasionally dropping to freezing point.

Travellers from abroad destined for Asunción and intermediate points on the River Paraguay transfer at Buenos Aires or Montevideo to river steamers, or they can go by train from Buenos Aires. The distance from Buenos Aires to the Paraguayan capital is 935 miles.

RESOURCES AND PRODUCTION

The products of the country come principally from its forestal, live stock and agricultural industries.

Forestal Products.—Thousands of square miles of timber stands provide for industries which export quebracho extract, timber and lumber.

Cattle and Meat Packing.—It is estimated that there are 3,000,000 head of cattle in the Republic. There is a steady importation of pedigree stock such as Durham, Polled Angus, and Hereford for the improvement of the native herds. Jerked beef, hides and tallow are the principal products exported.

Agricultural Products.—Paraguay has only a limited amount of land under cultivation compared with the total area available. Yerba maté is the principal commodity produced, the consumption of which in Argentina and neighbouring countries is on the increase, and Paraguay, being the country where the best quality of this South American tea is grown, has become the centre of its production. This industry is in the form of plantations operated in the main by a few large companies. Tobacco, cotton, vegetable oils, sugar, oranges, rice, and many other products are also cultivated.

FOREIGN TRADE

The yearly foreign trade for the five years 1923-27 averaged $25,800,000. Figures for 1927 were slightly below this, amounting to $25,472,000.

Imports.—For the years 1923-27 imports averaged $12,820,000, while for 1927 they amounted to $11,618,000. Textiles head the list in point of value; food products and hardware follow. These three classifications account for approximately two-thirds of the total. Chemicals, drugs, stationery, ready-made clothing, hats, musical instruments, jewellery, leather and manufactures thereof, and electrical goods are the principal items amongst those remaining. Argentina leads as a source of supply to the extent of 33 per cent of the total. The United States, the United Kingdom and Germany follow with 18, 11 and 10 per cent respectively. The following are a few of the Canadian exports to Paraguay for the fiscal years of 1929 and 1928 (1928 figures in brackets): automobiles and parts, $68,562 ($59,850); machinery, $15,852 ($1,114); rubber tires, $6,243 ($9,281); farm implements and machinery, $630 ($2,364); total of all articles exported, $96,194 ($80,756).

Canada imported goods from Paraguay during the fiscal year of 1929 to the value of $5,589 as compared with $130,406 in 1928. Imports in 1928 comprised oak and quebracho extract to the value of $89,236, and hides and skins (raw) to the value of $41,170. The 1929 imports were solely oak and quebracho bark.

Exports.—The resources of Paraguay can best be understood by a study of the exports of the country, statistics of which follow. These figures show the yearly average value and quantity of the principal products exported during the five years 1923-27, and for the year 1927. Export figures for 1927 are on the whole considerably above the yearly average, which proves that the country is advancing. Argentina is Paraguay's best customer, buying no less than 85 per cent of her total exports. Uruguay, Germany, the United Kingdom, and Belgium follow in the order named.

Products	Average Exports, 1923-27 Values in $	Exports, 1927	Quantities	Average Exports, 1923-27	Exports, 1927
Forestal	4,683,000	5,614,000			
Quebracho extract	3,047,000	3,565,000	Tons	47,000	47,000
Squared timber	690,000	858,000	Cu. M	56,000	53,000
Posts, fence, etc.	169,000	216,000	No.	2,635,000	2,620,000
Lumber, sawed	272,000	326,000	Cu. M	11,400	10,800
Logs	201,000	339,000	Tons	29,000	35,000
Quebracho logs	28,000	46,000	Tons	4,100	6,600
Animal	3,778,000	4,919,000			
Hides	1,406,000	1,476,000	No.	364,000	392,000
Jerked beef	163,000	184,000	Tons	1,100	1,300
Tallow	332,000	435,000	Tons	2,000	2,300
Agricultural	3,107,000	3,214,000			
Yerba maté	1,389,000	1,444,000	Tons	7,400	7,400
Tobacco	812,000	735,000	Tons	6,600	4,700
Cotton	382,000	517,000	Tons	2,100	1,800
Vegetable oils	227,000	237,000	Tons	76	81
Oranges	374,000	331,000	Thous.	202,000	140,000

FINANCE

Currency.—For some years the exchange value of the Paraguayan peso has been fixed by the Government at 18·75 per cent of the Argentina paper peso, equivalent to 2·26 cents Canadian. Recent fears of international trouble have not affected this rate materially.

Government revenue and expenditure have doubled since 1921, as shown by the following figures:—

	Revenue	Expenditure
1926-27	$5,932,000	$5,932,000
1925-26	5,397,000	5,365,000
1921-22	2,647,000	3,316,000

Now that the danger of war with Bolivia has passed, industry and trade should assume its normal trend. However, the country will suffer a slight set-back owing to the disorganization which took place when all men of military age were called to the colours and also from the extra debt resulting from the emergency loan of 100,000,000 Paraguayan pesos, equivalent to $2,260,000, which was floated.

RAILWAYS

The Ferrocarril Central del Paraguay (Central Railway) consists of 274 miles of 4 feet 8½-inch gauge line in operation. It is British owned, with head office at 80 Bishopsgate, London, E.C. 2.

CONDITIONS IN SPAIN

A. B. Muddiman, Canadian Trade Commissioner

Milan, July 15, 1929.—Anxiety in regard to the proposed new duties due to the revision of the Spanish Tariff, which is expected to come into force towards the end of this year, or possibly later, has caused considerable forward buying. This has tended to depreciate the value of the peseta—a depreciation that is causing some anxiety.

An official communique was issued on June 30 by the Spanish Government on the Report of the Commission on the Gold Standard and published in the domestic press. The Government look on the marked inequality in the trade balance of the country as one of the most important causes of the present low value of the peseta, and to correct this certain measures are proposed among which are:—

(1) The organization of a "Patronato Nacional" to stimulate the production and consumption of home-made articles.
(2) The setting up of a committee to regulate importation, which will include in its scope all branches of import which can at present be considered as excessive or unnecessary.
(3) The restriction of those articles of import which are only possible at present owing to the low level of the customs duties.
(4) The stimulation of certain undeveloped productive branches of the national economy, such as the growing of tobacco, cotton, maize and cereals in general; the production of poultry and eggs, etc.
(5) Protection designed to aid in the re-establishment of the motor car industry.

FOREIGN WHEAT REQUIREMENTS

Canada's main interest in Spanish trade is centred in wheat. When the Spanish harvest is good, Spain is in a position practically to cover the demand by domestic production. A good harvest is reckoned at 4,000,000 metric tons —a volume that on account of drought is seldom reached; the average is 3,700,000 to 3,800,000 metric tons. Spain's average requirements for imported wheat are 250,000 metric tons annually, demand varying very much from year to year. The quality of the domestic wheat is represented for the greater part by "Candeal," a soft wheat in which starch is conspicuous. Wheat that contains a fair quantity of gluten is, however, produced in the northeast zone of the country, and it always commands a higher price than "Candeal." For this reason, imports are of wheat rich in gluten, and are generally from the Argentine and the United States. "Baruso" and "Rosafe" are Argentine wheats of good quality; while the United States supplies Red Winter No. 2. Spanish millers, however, prefer Manitoba above all others for mixing purposes. The demand for Manitoba wheat, however, is bound to decrease if the difficulties attending its importation and the lack of offers persist during the next few years.

The harvest this year is estimated at 3,800,000 tons and in that event it will be necessary to import about 200,000 tons. There has been a very poor harvest in the northeastern zone of Spain, the area from which Spanish wheat containing the most gluten is derived. If prices and other circumstances permit, Spanish millers will be most interested in importing Red Winter No. 2 and Manitoba, if the latter can be obtained. The best place to establish an agency for the sale of Canadian wheat is Barcelona, the most important market in Spain for foreign wheat, and which moreover offers easy connections between Valencia and Bilbao.

EXHIBITIONS OF BARCELONA AND SEVILLE

The exhibitions of Barcelona and Seville are now open. The exhibition at Seville is confined to the Iberian Peninsular and to American countries, many of

which are represented. This exhibition is one that appeals to the tourist rather than to the business man; the exhibition at Barcelona, on the other hand, aims to be international in its scope. Neither Canada nor Great Britain is represented. South Africa, the only Dominion that is represented, has a small building in a good position. So far the attendance has been poor, but this is no doubt due to the hot season of the year; better things are hoped for at both exhibitions later on. Some of the buildings at Barcelona are not completed yet. There is an unofficial British section at this exhibition covering an area of over 45,000 square feet, and a number of British firms are privately represented. The exhibition, however, is by no means representative internationally.

Both exhibitions are set in lovely gardens and have enviable sites. The construction of the buildings and the layout are excellent. Whether or not Spain can make the exhibitions a success from a commercial standpoint is uncertain, owing to the fact that they are open over a long period; it is doubtful whether the business obtained would justify firms maintaining representatives on the spot during their continuance.

MISCELLANEOUS IMPORTS INTO CHINA

L. M. Cosgrave, Canadian Trade Commissioner

[Note.—1 Haekwan tael = 80 cents Canadian currency approximately; 1 picul = 133⅓ pounds; 15 piculs = 1 ton.]

India Rubber and Gutta Percha and Tyres.—The steady expansion of roads throughout China and the consequent development of the motor car and truck industry is reflected in China's imports of rubber tyres which amounted in 1925 to 1,479,956 Haekwan taels; 1926, 2,133,028; 1927, 2,385,167 (the United States, 302,583, 495,591 and 684,283 taels respectively; Canada, 92,099; 74,119 and 51,577 taels). Of the above amounts, South China absorbed in 1925 to the value of 24,218; in 1926, 47,389 and in 1927, 120,670 taels. Both Continental and American firms maintain their own branches in the main Treaty ports of China and conduct energetic advertising campaigns throughout the main distributing centres.

India Rubber and Gutta Percha Boots, Shoes and Sundries.—China is rapidly becoming an important consumer of these products in keeping with the adoption of Western clothing and methods. Imports of the above items in 1925 were valued at 1,440,215 taels; in 1926, 2,254,212 and in 1927, 3,569,595 taels (the United States, 209,109, 302,402 and 240,937 taels in the respective years; Canada, 38,462; 36,488 and 211,319 taels). Of the above total, South China absorbed to the value of 328,248 taels in 1925, 589,458 in 1926 and 1,155,799 in 1927.

This market is largely catered to by the cheaper Continental and Japanese grades, but in view of the increasing demand there would appear to be a market for practically all classes of rubber footwear, particularly in South China, which is an all-the-year round market. The more important world distributors maintain their own offices in China, and competition is extremely keen.

Hats and Caps.—China imports a wide range of hats and caps, particularly from the Continent and Japan. There is a constantly increasing demand for a variety of types and qualities. Total imports in 1925 amounted to 1,809,025 taels; in 1926 to 2,949, 187 taels, and in 1927 to 2,555,503 taels (the United States 45,857, 48,452 and 17,158 taels respectively; Canada, 8,596; 23,197 and 4,488 taels). Of this total, South China absorbed in 1925, 332,305 taels; in 1926, 579,656 taels and in 1927, 518,825 taels.

Cordage and Twine.—This commodity is largely imported from the Phillipines, Great Britain, Germany and Japan. Total imports in 1925 were valued

at 915,259 taels; in 1926 at 1,412,535 taels and in 1927 at 1,129,306 (the United States, 10,351; 26,633 and 30,277 taels in the respective years). Of the above total, South China absorbed to the value of 46,723 taels in 1925, 84,008 in 1926 and 87,270 in 1927.

Building Materials.—Total imports for 1925 amounted to 2,830,273 taels; in 1926 to 3,475,173 and in 1927 to 3,681,000 (the United States 158,812, 952,187 and 898,497 taels in the respective years; Canada, 4,169, 14,136 and 434). Recent trial orders for Canadian gypsum plasters, paints and oils are expected to result in a permanent and growing contact. Of the above amount, South China absorbed to the value of 1,108,858 taels in 1925, 171,769 in 1926, and 249,267 in 1927.

Bedsteads.—Imports amounted to 187,060 taels in 1925, 289,534 in 1926 and 150,875 in 1927 (the United States 72,949, 178,074 and 67,345 taels in the respective years; Canada 2,073, 2,920 and 510 taels).

Furniture and Materials for Making.—Though local Chinese firms are extremely successful in duplicating foreign furniture in local woods, the import demand for suites and furniture materials is increasing rapidly. Total imports amounted in 1925 to 1,429,304 taels; in 1926 to 1,748,108 taels and in 1927 to 1,817,811 taels (the United States supplied 235,239, 296,593 and 6,855 taels in the respective years; Canada, 9,193, 7,621 and 6,855 taels). Great Britain and Germany are the chief foreign suppliers. (Of the above total imports South China absorbed to the value of 204,614 taels in 1925, 233,468 in 1926 and 301,546 in 1927).

Flasks including Thermos and Air Tight Containers.—Total imports of this commodity amounted in 1925 to 704,649 taels; in 1926 to 972,814; and in 1927 to 996,560 (the United States supplied 17,754, 24,296 and 8,451 taels and Japan, 526,697, 776,389 and 758,572 taels in the respective years.) Japan is the chief supplier owing to its close proximity, but the demand is steadily increasing for higher quality goods. (Of the above total imports South China absorbed in 1925 to the value of 195,354 taels, in 1926, 279,403 taels and in 1927, 273,131 taels.)

Clocks and Watches.—Japan, Switzerland, Germany and Great Britain are the chief sources of supply of this commodity. Total imports in 1925 were 2,065,955 taels; in 1926, 2,803,621 and in 1927 1,972,796 (United States 74,637; 94,389 and 39,425 taels respectively). Canada sent small trial orders in 1925 and 1926. (Of the above total South China absorbed in 1925 to the value of 107,391 taels; in 1926, 327,945 and in 1927, 232,594).

Instruments (Musical).—Total imports amounted in 1925 to 664,544 taels; in 1926 to 1,094,456 and in 1927 to 1,292,387 (United States, 162,058, 293,516 and 319,243 taels in the respective years; Canada, 38,462, 36,488 and 211,319 taels). Recent improvements in Canadian goods to meet tropical and sub-tropical conditions have received favourable comment in China.

Instruments and Apparatus Scientific.—Total imports into China amounted to 988,236 taels in 1925; 1,318,430 in 1926, and 1,243,702 in 1927 (United States, 202,689, 212,155 and 197,196 taels respectively; Canada, 4,220, 6,400 and 21,341 taels).

Lamps and Lampware.—Total imports from all countries amounted to 1,641,989 taels in 1925, to 1,617,262 in 1926 and 1,402,482 in 1927 (United States, 352,465, 376,883 and 132,286 taels). Of the above total, South China absorbed in 1925, 227,934 taels; in 1926, 271,927, and in 1927, 341,171 taels.

Printing and Lithographic Materials including Printing Ink.—Total imports amounted to 818,982 taels in 1925, to 1,400,982 in 1926 and to 978,810 in 1927 (United States, 360,230, 528,978 and 327,742 taels; Canada, 2,055, 4,107 and

14,760 taels in the respective years). Canadian printing inks are favourably known in China. Of the above total, South China absorbed to the value of 68,055 taels in 1925, 137,319 in 1926 and 76,252 in 1927.

Photographic Materials including Cinematographs.—China's imports amounted to 1,691,523 taels in 1925, 2,077,975 in 1926 and 1,919,511 in 1927 (United States 556,693, 733,459 and 754,871 taels; Canada, 936, 17,870 and 1,193 taels in the respective years). Japan, Great Britain, and Germany are important sources of supply. Of this total, South China absorbed 105,736 taels in 1925, 198,767 in 1926 and 185,257 in 1927.

Perfumery and Cosmetics.—Total imports amounted in 1925 to 2,679,893 taels; in 1926 to 3,559,335 taels and in 1927 to 3,292,889 (United States, 364,870, 449,618 and 406,603 taels in the respective years; Canada, 2,055, 4,107 and 14,760 taels). Of the above total, South China absorbed 211,081 taels in 1925, 255,033 in 1926, and 221,621 in 1927. Canadian perfumes and cosmetics are winning steady popularity, particularly in the medium and cheaper lines, which are used extensively by the Chinese.

Toilet Requisites.—Imports in 1925 were valued at 698,238 taels; in 1926, 967,081 and in 1927, 775,922 (United States 92,852; 110,138 and 118,530 in the respective years; Canada 695, 3,601 and 12,226 taels.) South China absorbed in 1925, 91,171 taels; in 1926, 70,561 and in 1927, 105,658.

Shooks for Making Casks.—This commodity is chiefly imported by the larger firms in the larger cities of China for use as export containers for China wood oil. The disturbed conditions of the past few years have reduced China's requirements somewhat, but with the present normal movement on the Yangtsze river, increased imports are anticipated. Total imports in 1925 were 1,069,743 taels; in 1926, 137,818 taels; and in 1927, 560,234 taels (United States, 308,815, 253,056 and 301,057 taels in the respective years; Canada, 159,725, 133,525 and 111 taels). Of this total, South China is credited with 6,369 taels in 1925 and 2,513 in 1926.

Stores (Household).—Imports, 2,607,830 taels in 1925, 3,282,832 in 1926, and 3,160,385 in 1927 (United States, 550,525 taels; 690,709 and 534,474 taels; Canada, 8,721; 7,147 and 17,370 taels in the respective years). South China absorbed 568,804 taels in 1925, 592,330 in 1926, and 673,569 in 1927.

Stoves and Grates.—China is now manufacturing considerable quantities locally of this commodity, but in Central and North China the steady change from Chinese to foreign-style homes and offices is expected to increase imports. Imports, 387,808 taels in 1925, 710,997 in 1926, and 546,611 in 1927 (United States, 76,352, 85,044 and 31,420 taels in the respective years). Canada's share to date has been negligible, though small trial orders have been favourably received. Of the above total, South China absorbed in 1925, 13,880 taels; in 1926, 23,300 and in 1927, 23,732.

Toys and Games.—There is a steady market for toys and games, which are brought for all occasions by the Chinese not only for their own families, but as gifts for their friends. Imports amounted to 1,165,572 taels in 1925, to 1,406,135 taels in 1926, and to 1,099,794 taels in 1927 (United States, 239,475, 222,677 and 133,957 taels in the respective years; Canada, 2,926; 2,094 and 2,668 taels.) The chief source of supply in the cheaper grades is Japan, Great Britain and Germany hold the market in the medium qualities.

Trunks, Suit-Cases, including Handbags.—Imports amounted to 181,608 taels in 1925, to 258,662 in 1926 and to 199,110 in 1927 (United States, 33,681, 32,913 and 25,228 taels in the respective years; Canada, 3,822, 5,653 and 725 taels). China has now extensive leather and fibre factories, and competition is keen in the cheaper grades, but the market for higher qualities is improving particularly amongst the wealthier class of Chinese.

Animals Living (Cattle).—The demand for a better quality of milk and of meat has resulted in the establishment of numerous dairies of Occidental type, and it is expected that imports of good quality and pure bred stock will increase steadily. Total imports for 1925 were valued at 126,770 taels; at 64,751 in 1926 and at 199,858 taels in 1927 (United States, 375, 9,232 and 1,612 taels in the respective years; Canada, 11,454 in 1926, and 17,611 taels in 1927). The largest dairy in the Far East has imported over 50 per cent of its requirements from Canadian farms in the past two years.

HEAVY FLOW OF IMPORTS INTO TURKEY

Heavy imports into Turkey in anticipation of higher duties are being rushed in, says the *Manchester Guardian Commercial.* Another development is the setting up of various schemes for the construction of factories by foreign firms in Turkey. French and German capital appears to be mainly interested in textiles. But the number of restrictions foreign activity has to undergo in Turkey is considerable, and discourage the importation of foreign capital. Of British companies which are looking for business in Turkey, the Imperial Chemical Company may be mentioned. Its representatives have arrived in Angora to negotiate for the opening of factories in Turkey. Some British interest exists also in textile factories in the Adana region.

CLOSE OF SYDNEY WOOL SALES SEASON

Mr. B. Millen, Canadian Commercial Agent in Sydney, N.S.W., writes under date of June 27, 1929, that the remnants of the current clip of wool were put before buyers last week at the clearing-up sales and, considering the character of the offerings, the series was satisfactory from a seller's point of view. The selection was not one to tempt wool users to operate, and it was rather a surprise that the competition, in view of the pessimistic rumours afloat, was so well distributed. There was a sprinkling of autumn-shorn wools and whilst generally these wools showed good quality, soft handle, and short staple, they reflected the droughty period by the dust they carried, which was more pronounced than usual, in the length of staple.

The German, French, and Yorkshire sections were the keenest buyers, with fair support from Belgium and Italy and occasionally a little support from Japan. Local users securing supplies for the mills for the off season helped the sales to an appreciable extent.

No superior lines were offered during the week and the top figure reached for greasy wool was 20½ pence per pound.

The opening sales of the new season will be held at Adelaide on September 6, and on the following Monday, September 9, Sydney will open the season.

The half-year's operations in Sydney which have just closed have been characterized by a gradual decline, and have finished on the lowest point of the whole season. A complete clearance of all wools available has been made and there will not be any carry over for the next season.

MARKING OF IMPORTED RUBBER MANUFACTURES, ELASTICS, AND SMALL ARMS IN THE UNITED KINGDOM

With reference to notices published in the *Commercial Intelligence Journal* of the 23rd March (No. 1312) and 27th April (No. 1317), the Board of Trade issued, under date 8th June, a final Order in Council entitled "The Merchandise Marks (Imported Goods) No. 3 Order, 1929", under which the following categories of imported goods will require to bear an indication of origin: (1) rubber manufactures; (2) elastic cords, webs, braids and fabrics; (3) small arms. A detailed list of the classes of rubber manufactures affected was published in *Commercial Intelligence Journal* No. 1312.

The order will come into force as regards rubber manufactures and elastics on September 8 next, and as regards small arms on December 8. The provisions of the order will apply at the time of sale and exposure for sale, and not at the importation stage. Copies of the Order in Council are on file at the Department of Trade and Commerce, Ottawa, for consultation by firms interested.

TARIFF CHANGES AND CUSTOMS REGULATIONS

New Turkish Tariff

Mr. Henri Turcot, Canadian Trade Commissioner at Athens, writes that a new customs tariff of Turkey (Law No. 1499) was approved on June 8 by the Grande Assemblée Nationale, to become effective on October 1, 1929. In the new Turkish tariff coefficients or multipliers of rates of duty are discontinued. Duties are stated in paper Turkish pounds, nine Turkish pounds being equal to one pound sterling. In the case of fluctuations reaching 20 per cent, the Minister of Finance is authorized to increase or diminish the rates of duty accordingly.

Polish Import Regulations on Alcohol

The Consul General of Poland, Montreal, has furnished the Department of Trade and Commerce with a list of regulations concerning the importation of alcohols and alcoholic products into Poland. Firms interested may obtain information about these regulations on application to the Department of Trade and Commerce, Ottawa.

Portuguese Duties on Motor Car Parts for Exhibition

A Portuguese Decree (No. 17,024) of June 21, issued to encourage the use in Portugal of fuel produced from wood, etc., says the British *Board of Trade Journal*, provides for the holding in Lisbon, during the present year, of an International Exhibition of Carbonization, Fuels, and Gas Generators (fixed or movable), under the patronage of the Government.

Machines, material, apparatus, and vehicles sent for the exhibition may be imported temporarily duty free, if re-exported within one month from the end of the exhibition. Automobile vehicles worked by internal-combustion engines driven by gas generators pay 50 per cent of the ordinary customs duties and consular fees. This reduction is to apply to vehicles with a stand-by gasoline (petrol) carburettor if this is not capable of driving the vehicle in the ordinary way a gasoline tank is considered as a "stand-by" if it does not exceed 2½ litres in capacity. Movable furnaces (of metal) for carbonizing wood are to be classed under Tariff Nos. 531 and 534 (unspecified industrial machinery) normal duties ("minimum" tariff), from 1 to 3 cts. per kilogram, according to the weight of the furnace. Such apparatus imported within one year are to pay half the normal customs duties.

Certificate of Origin for Greece

Mr. A. V. Seferovitch, Acting Consul General for Greece, 1440 St. Catherine Street West, Montreal, writes that certificates of origin for goods going to Greece are insufficient when they merely show the country of origin of the goods. He advises that it is necessary, according to existing Greek regulations, for the manufacturer to clearly state on the certificate that the goods in question are of his own manufacture and that this should be certified by a recognized authority.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JULY 29, 1929

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 29, 1929. Those for the week ending July 22, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending July 22, 1929	Week ending July 29, 1929
Austria	Schilling	.1407	$ .1418	$ .1416
Belgium	Belga	.1390	.1395	.1395
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0297	.0297
Denmark	Krone	.2680	.2674	.2673
Finland	Markka	.0252	.0253	.0252
France	Franc	.0392	.0393	.0393
Germany	Reichsmark	.2382	.2392	.2391
Britain	Pound	4.8666	4.8733	4.8677
Greece	Drachma	.0130	.0130	.0129
Holland	Guilder (Florin)	.4020	.4028	.4023
Hungary	Pengo	.1749	.1750	.1754
Italy	Lira	.0526	.0525	.0524
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2675	.2674
Portugal	Escudo	1.0805	.0451	.0451
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1463	.1464
Sweden	Krona	.2680	.2690	.2689
Switzerland	Franc	.1930	.1931	.1930
United States	Dollar	1.0000	1.0042	1.0025
Argentine Rep.	Peso (Paper)	.4244	.4220	.4213
Brazil	Milreis	.5462	.1194	.1192
Chile	Peso	.1217	.1215	.1210
Colombia	Peso	.9733	.9742	.9750
Mexico	Peso	.4985	.4871	.4864
Peru	Libra	4.8666	4.0175	4.0106
Venezuela	Bolivar	.1930	.1933	.1930
Uruguay	Peso	1.0342	.9818	.9976
Cuba	Peso	1.0000	.9995	.9995
Batavia, Java	Guilder	.4020	.4022	.4015
China	Tael	.....	.5863	.5827
India	Rupee	.3650	.3628	.3622
Japan	Yen	.4985	.4615	.4637
Siam	Baht (Tical)	.4424	.4519	.4524
Singapore, Str. Settlements	$	.5678	.5636	.5626
Jamaica	Pound	4.8666	4.8687	4.8653
Barbados	$	1.0000	1.01 —1.02	1.00¾ —1.01¾
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.00⅞—1.02⅛	1.00$^{41}/_{64}$—1.01$^{57}/_{64}$
Martinique	Franc	.0392	.0393	.0393
Guadeloupe	Franc	.0392	.0393	.0393

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

684. Canned Salmon.—A firm in Bremen, Germany, wish to act as agents for Canadan exporters of canned salmon.

685. Flour.—A commission agent in Havana desires to sell Canadian wheat flour in Cuba foi account of shippers.

686. Hay.—An old-established London firm of forage merchants wish to correspond with Canadian shippers prepared to offer hay, which they usually purchase in 50-ton lots.

Miscellaneous

687. Silk Hosiery and Underwear.—An agent in Bridgetown, Barbados, would like to represent Canadian exporters of silk hosiery and underwear.

688. Canvas Shoes.—An agent in Bridgetown, Barbados, would like to represent a Canadian exporter of canvas shoes.

689. Laths, Shingles, and Lumber.—A firm of timber brokers and manufacturers' representatives in New Zealand desire to receive quotations for $1\frac{1}{4}$ by 4 feet 6 inches laths in quantities from 100,000 to 500,000; cedar shingles from 200 to 500 bundles; sawn lumber (Douglas fir and western red cedar), 50,000 feet to 200,000 feet.

690. Carbon Black.—A firm in Hamburg, Germany, desire to act as agents for Canadian exporters of carbon black.

691. Copper in Sheets.—A firm in Cairo wish to act as agent for Canadian exporters of copper in plates.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Cherbourg and Southampton.—Montroyal, Aug. 7 and 27; Empress of Australia, Aug. 13 and Sept. 3; Empress of Scotland, Aug. 20; Empress of Canada, Sept. 3—all Canadian Pacific.

From Montreal

To Avonmouth.—Kastalia, Aug. 7; Salacia, Aug. 17—both Anchor-Donaldson; Nubian, Aug. 28; Nessian, Sept. 7—both White Star Line.

To Belfast.—Carrigan Head, Aug. 6; Melmore Head, Aug. 23—both Head Line.

To Cardiff and Swansea.—Kastalia, Aug. 7; Salacia, Aug. 17—both Anchor-Donaldson; Nubian, Aug. 28; Nessian, Sept. 7—both White Star Line.

To Dublin.—Carrigan Head, Aug. 6; Melmore Head, Aug. 23—both Head Line.

To Glasgow.—Melita, Aug. 17; Minnedosa, Aug. 31—both Canadian Pacific; Letitia, Aug. 9 and Sept. 6; Corinaldo, Aug. 16; Athenia, Aug. 23; Carmia, Aug. 30—all Anchor-Donaldson.

To Hull.—Kenmore, Aug. 9; Incemore, Aug. 27—both Furness Line.

To Liverpool.—Montrose, Aug. 9; Duchess of York, Aug. 14 and Sept. 4; Duchess of Athol, Aug. 21; Duchess of Bedford, Aug. 28—all Canadian Pacific; Doric, Aug. 10 and Sept. 7; Regina, Aug. 24; Laurentic, Aug. 31—all White Star Line; Antonia, Aug. 16; Andania, Aug. 30—both Cunard Line.

To London.—Beaverburn, Aug. 9; Beaverbrae, Aug. 16; Beaverdale, Aug. 23; Beaverford, Aug. 30; Beaverhill, Sept. 6—all Canadian Pacific; Canadian Mariner, Aug. 13; Canadian Spinner, Aug. 23; Canadian Rancher, Sept. 3—all Canadian National; Aurania, Aug. 16; Ausonia, Aug. 23; Ascania, Aug. 30—all Cunard Line; Kenmore, Aug. 9; Incemore, Aug. 27—both Furness Line; Megantic, Aug. 8 and Sept. 5; Calgaric, Aug. 22—both White Star Line.

To Manchester.—Manchester Citizen, Aug. 8; Manchester Division, Aug. 15; Manchester Brigade, Aug. 22; Manchester Producer, Aug. 29; Manchester Regiment, Sept. 5—all Manchester Line.

To Newcastle and Leith.—Cairnross, Aug. 9; Cairnesk, Aug. 23; Cairnvalona, Aug. 30—all Thomson Line.

To Southampton.—Metagama, Aug. 15; Montcalm, Aug. 21; Montclare, Aug. 29; Duchess of Richmond, Aug. 31—all Canadian Pacific; Megantic, Aug. 8 and Sept. 5; Calgaric, Aug. 22—both White Star Line.

To Antwerp.—Canadian Mariner, Aug. 13; Canadian Spinner, Aug. 23; Canadian Rancher, Sept. 3—all Canadian National; Metagama, Aug. 15; Beaverbrae, Aug. 16; Montclare, Aug. 29; Beaverford, Aug. 30—all Canadian Pacific.

To Bordeaux and Havre.—Kent County, Aug. 5; Hada County, Sept. 5—both County Line.

To Bremen.—Koeln, North German Lloyd, Aug. 24.

To Copenhagen and Baltic Ports.—Copenhagen, Scandinavian-American Line, Aug. 18.

To Hamburg.—Beaverburn, Aug. 9; Montcalm, Aug. 21; Beaverdale, Aug. 23; Beaverhill, Sept. 6—all Canadian Pacific; Labelle County, Aug. 9; Elmshorn, Aug. 16 Kings County, Aug. 23; Emden, Aug. 30; Liguria, Sept. 6—all County Line; Koeln, North German Lloyd, Aug. 24.

To Norwegian Ports.—Topdalsfjord, Norwegian-American Line, late August.

To Rotterdam.—Laval County, Aug. 10; York County, Aug. 21; Grey County, Sept. 7—all County Line.

To South France and Italian Ports.—Valfiorita, Aug. 20; Valreale, Aug. 31—both Lloyd Mediterraneo Italian Service.

To South African Ports.—Fantee, Aug. 7; Calgary (also calls at Sierra Leone), Aug. 21—both Elder Dempster Line.

To South American Ports.—Canadian Pathfinder, Canadian National, Aug. 20.

To Australian Ports.—Canadian Cruiser, Canadian National, Aug. 15; Misty Law New Zealand Shipping Co., Aug. 31.

To New Zealand Ports.—Canadian Explorer, Canadian National, Aug. 24.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, Aug. 10; Champlain, Aug. 24; Chomedy, Sept. 7—all Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cathcart, Aug. 10 and Sept. 7; Lady Rodney, Aug. 17; Cavelier, Aug. 24; Lady Somers, Aug. 31—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—A steamer, Aug. 16; Peter Maersk, Aug. 30—both Ocean Domnnion.

To St. John's, Nfld.—Rosalind, Furness-Red Cross Line, Aug. 9 and 23 and Sept. 6; Cabot Tower, Newfoundland-Canada Steamships, Aug. 17.

To Cornerbrook.—New Northland, Aug. 7 and 21 and Sept. 4; North Voyageur, Aug. 12 and 26—both Clarke SS.

To St. Pierre-Miquelon, St. John's, Grand Bank and Belleoram.—Cabot Tower, Newfoundland-Canada Steamships, Aug. 17.

To Victoria and Vancouver.—Canadian Importer, Canadian National, Aug. 20.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Aug. 15; Lady Hawkins, Aug. 29—both Canadian National.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday, and Saturday.

From Halifax

To Bordeaux.—La Bourdonnais, Aug. 10; Roussillon, Aug. 31—both Furness, Withy.

To Liverpool.—Newfoundland, Aug. 20; Nova Scotia, Sept. 7—both Furness, Withy.

To Londonderry and Glasgow.—Transylvania, Aug. 19; Caledonia, Aug. 26; California, Sept. 2—all Cunard Line.

To St. John's, Nfld.—Nerissa, Aug. 6 and 20 and Sept. 3; Fort St George, Aug. 13 and 27; Newfoundland, Aug. 20—all Furness, Withy; Farnorth, Farquhar SS., Aug. 10, 16, 24 and 30, and Sept. 7.

To St. Pierre-Miquelon.—Sambro, Aug. 6 and 24; Farnorth, Aug. 10, 16, 24, 30, and Sept. 7; Fernfield, Aug. 17 and 31—all Farquhar SS.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada Traders, Aug. 5.

To Kingston (Jamaica).—Cathcart, Aug. 13; Cavelier, Aug. 27—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, Aug. 15; Champlain, Aug. 29—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Aug. 9; Lady Nelson, Aug. 23; Lady Hawkins, Sept. 6—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Aug. 7 and Sept. 4; Ottar, Aug. 21—both Pickford & Black.

To Havana.—Yorck, Furness, Withy, Aug. 30.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of Asia, Aug. 8; Empress of France, Aug. 29—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hong Kong.—Protesilaus, Aug. 6; Talthybius, Aug. 27—both Blue Funnel.

To Yokohama, Osaka, Dairen and Shanghai.—London Maru, Aug. 7; Paris Maru, Sept. 6—both Osaka Shosen Kaisha.

To Auckland and Wellington.—Golden Cloud, Oceanic and Oriental Navigation Co., Aug. 12.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Canadian-Australasian Line, Aug. 21.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Parrakoola, Transatlantic SS., Aug. 9.

To Auckland, Wellington, Melbourne and Sydney.—Waikawa, Aug. 15; Waihemo (does not call at Auckland), Sept. 1—both Canadian-Australasian Line.

To Liverpool, Southampton, London and Rotterdam.—Narenta, Aug. 14; Nictheroy, Aug. 29—both North Pacific Coast Line.

To Hamburg, Bremen and Antwerp.—Isis, Aug. 16; San Francisco, Aug. 31—both Hamburg-American Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Noorderdyk, North Pacific Coast Line, Aug. 26.

To Havre, Dunkirk, Antwerp and Bordeaux.—Texas, French Line, Aug. 13.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Fella, Navigazione Libera Triestina, Aug. 19.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Hoyanger, Westfal-Larsen Line, Sept. 1.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana. Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, care of British Legation, Athens. (Territory includes Turkey.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, August 10, 1929 No. 1332

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TRADE COMMISSIONERS ON TOUR

Mr. Young

Mr. R. T. Young, Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit the undermentioned towns and cities as follows:—

Montreal..July 31 to Aug. 15
Granby..Aug. 16
Ottawa..Aug. 19, 20 and 21
Brockville; Gananoque..Aug. 22
Kingston..Aug. 23
Toronto..Aug. 26 to 31
Windsor; Walkerville..Sept. 3 and 4
Sarnia..Sept. 5
London; St. Mary's..Sept. 6-9
Stratford..Sept. 10
Goderich; Kincardine..Sept. 11
Owen Sound..Sept. 12
Guelph..Sept. 13
Kitchener and Galt..Sept. 14 to 16
Brantford and Paris..Sept. 17
Bridgeburg..Sept. 18
Welland..Sept. 19
Niagara Falls..Sept. 20
St. Catharines..Sept. 21
Hamilton..Sept. 23 to 25
Toronto..Sept. 26-Oct. 12
Oshawa..Oct. 14

Mr. Ross

Mr. D. H. Ross, Trade Commissioner to Australia, will be visiting the undermentioned towns and cities as follows:—

Toronto and vicinity..August 9 and 10
Kingston..August 12
Brockville..August 13

Mr. Wilgress

Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, will complete his tour by visiting as follows:—

Hamilton .. ..Aug. 14-16	St. Mary's and Stratford.. .. ..Aug. 22
Border Cities .. ..Aug. 19	Toronto Exhibition .. ..Aug. 24-27
London and Ingersoll .. ..Aug. 21	Huntsville .. ..Aug. 29

Mr. McColl

Mr. E. L. McColl, Trade Commissioner in Argentina, will be visiting the undermentioned towns and cities as follows:—

Victoria .. .. August 12 to 13	Edmonton .. .. August 25 to 26
New Westminster .. .. August 15	Winnipeg. .. .. August 29
Port Coquitlam.. .. ..August 16	Port Arthur.. .. .. .. August 30
Summerland. .. .. .. August 19	Fort William .. .. .. August 30
Vernon .. .. August 22	Sudbury.. .. .. September 3
Calgary .. .. August 23	

Mr. Poussette

Mr. H. R. Poussette is a making a tour in the interests of trade with India and Ceylon. The following is his itinerary until September 9:—

Vernon.. .. ..Aug. 12	Victoria .. ..Aug. 26-28
Kelowna.. .. ..Aug. 13	Edmonton. .. ..Sept. 3
Vancouver and New Westminster ..Aug. 15-24	Winnipeg .. ..Sept. 6, 7, and 9

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association; in that of Toronto with Mr. Alex. Marshall, Canadian Manufacturers' Association; and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

NEW FACILITIES FOR THE DEVELOPMENT OF CANADIAN TRADE WITH EAST AFRICA

Messrs Elder Dempster and Company, Limited, of Montreal, contractors for the subsidized steamship service between Canada and South Africa, have arranged to make extra sailings on this service, so that there are now two sailings each month, one of which calls at West African ports and proceeds to South Africa, while the other proceeds direct to South Africa, and thence to East African ports—Beira, Mombasa and Dar-es-Salaam—if sufficient inducement offers.

One of the largest companies trading in East Africa has recently been examining the position in regard to the introduction of Canadian manufactured goods into East Africa, from which it appears that the principal lines imported are: Agricultural machines, agricultural tools, industrial machines, pumping machinery, Americani (white sheeting), lubricating oils and greases, motor spirit and kerosene, motor cars, motor lorries, motor tractors, spare parts, accessories and tires.

The following items are less important, but could be perhaps more conveniently handled with the present organization in that country: canned fish, canned fruits, canned provisions, lanterns, artisans' tools, clocks, cutlery, and typewriters.

It is pointed out that Canadian merchants wishing to enter the East African market should in the first place send out price lists and samples, and the Director, Commercial Intelligence Service, will be glad to hear from any Canadian firms who are thinking of opening up business in East Africa. An opportune time for entering this market will probably be towards the end of the present year before any contracts have been made for 1930.

HOUSEHOLD ELECTRICAL APPLIANCES IN THE NETHERLANDS

J. C. Macgillivray, Canadian Trade Commissioner

Rotterdam, July 20, 1929.—In common with most of the countries of Europe, household electrical appliances are not used extensively in the Netherlands, but despite limitations to the extent of the market they are being received with increasing favour and some efforts are being made to popularize their use.

The principal difficulties which lies in the way of the more general use of electrical apparatus are the indifference and the unfamiliarity of the public, the lack of a standardized voltage between the large towns and cities, the comparatively high cost of electrical energy, and an abundant and cheap supply of domestic help. Of all these, however, the first is the most serious obstacle, but is one that is vulnerable to the attack of sellers. The second prevents the absolute standardization of the product and makes the question of marketing more difficult than it otherwise would be. The third point is closely allied with the first and is best attacked by educational methods. While electricity in Holland is not cheap, prospective purchasers of electrical appliances are in the great majority of cases imbued with the misapprehension that apparatus with which they are unfamiliar is a much heavier consumer of energy than is actually the case, and they are therefore prejudiced by the belief that the cost of operation is high.

The wages paid to domestic servants in Holland vary with the different parts of the country. In the large cities and in towns where female labour is employed in industry they tend to be higher than in the rural communities, although a monthly wage of the equivalent of $15 is a high average for the whole country and but little difficulty is experienced in securing competent help. This situation removes the stimulus which in Canada and the United States causes electrical labour-saving devices in large volume to be placed on the market, but it is a case similar to that which has to be met wherever new and novel time- and labour-saving machinery is placed on a new market.

General points which must also be noted in connection with selling electrical appliances in Holland are the low purchasing power of the mass of the people, which for volume business makes it essentially a price market.

PURCHASING POWER OF THE PEOPLE

A guide to the purchasing power of the mass of the people may be secured from the income tax returns which must be filed by every one in receipt of an income in excess of 800 fl. ($320). For the fiscal year 1927-28, 1,719,376 returns were filed as follows: 712,293 with annual incomes of 800 fl. ($320) to 1,400 fl. ($562), or 41·43 per cent of all persons receiving incomes of $320 and higher; 496,312 with incomes of 1,400 fl. to 2,000 fl. ($804), or 28·67 per cent; 276,406 with incomes of 2,000 fl. to 3,000 fl. to 5,000 fl. ($2,010), both together forming 24·36 per cent of the total; 62,343 with incomes of 5,000 fl. to 10,000 fl. ($4,020), or 3·64 per cent; 19,109 with incomes of 10,000 fl. to 20,000 fl. ($8,040). or 1·11 per cent; 4,699 with incomes of 20,000 fl. to 30,000 fl. ($12,060); 4,668 with incomes of 30,000 fl. to 100,000 fl. ($40,200); and 811 with incomes of 100,000 fl. and higher, these last three groups forming together 0·59 per cent of the total.

Different customs and different methods of living must also be taken into consideration in planning sales campaigns. Chief among these is the fact that in Holland, except among the working classes, housewives do not do their own work, and consequently there is not either the same personal interest or incentive to equip a dwelling with modern aids as is the case in North America. Notwithstanding the narrowness of the market, a fairly wide range of electrical devices is offered for sale in the Netherlands, and short notes on the more important of these will follow.

VACUUM CLEANERS

Suction cleaners are probably the more extensively used of any of the appliances on sale. These fit in with the Dutch flair for household cleanliness, and although no figures can be quoted showing the extent of their use, they are widely employed in the homes of the middle and upper classes of the population, which is illustrated by the large numbers of different machines which are on the market and their wide distribution among retailers in all parts of the country.

There are probably twenty-five different makes on the market, six or eight of which are well known and extensively advertised, but others are more obscure and less commonly seen. Included in the total are one Canadian, six American, one Swedish, and two Dutch-made cleaners; most of the remainder are of German origin. The price of the Canadian and the average price of the American machines are much higher than those of their European competitors, and they therefore must appeal to the public chiefly on a quality basis, which many of them have been fairly successful in doing with the aid of a well-built-up sales organization.

Vacuum cleaners are the only household electrical appliances which are shown separately in the Dutch trade statistics, in 1928 there being 47,909 of these articles imported in comparison with 32,357 in 1927. The principal countries of origin, together with the number of cleaners imported from each, as well as the average cost during 1928, were as follows:—

Countries	Number Imported	Average Price	
Germany	23,730	Fl. 54.94	$ 21.98
Belgium	120	52.44	20.98
United Kingdom	124	257.34	102.94
France	24	66.70	26.68
Czechoslovakia	22	85.82	34.33
United States	5,894	91.19	36.48
Sweden	17,617	71.67	28.67
Denmark	232	67.79	27.12
Italy	20	60.20	24.08
Canada	120	178.12	71.25

The vacuum cleaners which are more generally seen, together with their retail prices, are as follows: Hamilton Beach, $88; Premier Duplex, $66; Premier, $42; Regina, $50; Columbus, $84; Electrolux, $60 and $44; Oco, $60; Volta, $60; Ultra, $44; Vampyr, $39; Erres, $77; Miele, $34; and Orion, $58. No exact figures can be obtained regarding the volume of business secured by each, but dealers are of opinion that there are a larger number of Electrolux cleaners sold than any one other, while among the cheaper models the German Vampyr is said to do well.

Suction cleaners can be bought on the hire-purchase system, and they are also commonly sold by house-to-house canvassing. The brush type of cleaner is not well known.

ELECTRICAL HEATERS

Domestic manufacturers control the larger part of the sale of electrical heaters, which for the most part are of the reflector type and throw heat only in one direction. These range all the way from simple single-element portable round copper reflector heaters, which retail for the equivalent of $2 up, to elaborate ornamental units with six to eight elements. In addition to Dutch heaters, those of German and Belgian manufacturers can also be purchased. In this line there is little possibility of Canadian manufacturers competing successfully.

WASHING MACHINES

The sale of electrical washing machines has made some progress during the past three years, although they are still looked upon as novelties and even as

curiosities. Most Dutch households are accustomed to send their washing out to laundries. There are no laundry rooms in the basements of houses where washing can be done, and in the newer types of dwellings the kitchens are too small to be used for the purpose.

While there are a number of European makes on the market, they have not reached a high point of development but operate for the most part on the so-called dolly system, with a motor placed beneath a wooden tub and attached by a belt, chain or shaft drive to the rotator. The only point these have in their favour is price, which is as low as $50. An improvement on this type are the smaller enclosed cylindrical machines which sell in the neighbourhood of $60. These have a capacity of from 80 to 140 litres of water.

Apart from the Dutch, German, and French washing machines which are being sold in the Netherlands, there are a number of American manufacture on the market, and one Canadian exporter has been successful in securing a small volume of business. It is difficult to say how well the Americans have been doing, but it is improbable that these machines would have been put on display at successive exhibitions if no results were forthcoming. American machines on the market include the "Easy", the "Savage", the "Rotarex", and the "Apex". The first-named retails at 550 fl. ($220), but this is considered by the dealers much too high a figure to make extensive business possible.

Inquiries have been received for Canadian washing machines which could be laid down in Rotterdam for 100 fl. ($40). There is one Dutch-made dish-washing machine which is offered for $77.50, but the business done is stated to be very small.

REFRIGERATORS

Mechanical refrigeration is a comparatively new thing for the Netherlands, and it has been brought into prominence to a high degree during the past year or two through the advertising of the American "Frigidaire". The manufacturers of the "Frigidaire", and also of another American machine, have made considerable sales efforts, but it is reported that up to date results have been somewhat disappointing.

In addition to the two American mechanical refrigerators referred to above, the Swedish "Electrolux" and the German "A.E.G." products are on the market at prices of from $206.50 to $480. The design and appearance of the German refrigerators closely resembles those of their American competitors. They are finished in white enamel with a porcelain interior. The insulation is in most cases cork.

The sale of refrigerators in Holland is relatively small because of the absence of extreme heat during the summer and the ease with which housewives can purchase small quantities of perishable food for immediate use. Ice is also comparatively cheap, which places electrical refrigeration units under an additional handicap.

IRONS

Electric irons are commonly used in the Netherlands and, judging by a survey of retailers' shelves, most of those sold are from Germany, although there are also some of Swiss as well as of domestic manufacture. German-made irons are similar in appearance and design to those made in Canada with a nickeled body and a polished sole, and they are advertised as being equipped with the "American hand grip". A good German A.E.G. model iron with a consumption of 400 watts and weighing 2 kilograms can be purchased retail for $2.60, while one slightly heavier, of 2·4 kilos, costs $2.80. Both these prices include cords. A 3-kilo iron using 450 watts but without the cord, can be secured for $2.80. Swiss irons tend to be more expensive.

HOT PLATES AND RANGES

Electricity is not used for cooking in Holland, and electric stoves and ranges are practically unknown, although German and Swiss manufacturers have made some slight attempt to put them on the market. German and Swiss products appear to be the only ones available, principally from the Siemens Schuckert and A.E.G. factories in Germany and the Therma A.-G. in Switzerland. The Swiss cooking ranges are the more modern and have reached a high point of development. Dealers do not carry stock, but order from the manufacturer through the latter's agent.

The use of electricity in the Dutch kitchen is hampered by the cheapness of gas stoves and of gas itself in comparison with electricity, although in some localities the difference is not sharply marked.

Hotplates "kookplaten" are fairly common and may be secured in a good variety of styles at correspondingly diverse prices, which for the better types run from $2.50 to $5.

A new German-made cooking appliance has recently appeared on the market. It consists of a series of cooking pans arranged one on top of the other, all of which are placed under an insulating cover which contains the heating apparatus. It is claimed that this will prepare a complete meal in an hour, consuming only a half to one k.w.h. The retail price ranges from $40 to $70.80, according to size.

MISCELLANEOUS ARTICLES

Apart from the products which have been referred to in the preceding notes, there is a representative assortment of other electrical articles and appliances which are sold in Holland, most of which follow the usual more or less standardized lines which are to be seen everywhere in Canada. These include toasters, water kettles, coffee percolators, teapots, vibrators, fans, hair driers, curling iron heaters, cigar lighters, shaving bowls, immersion heaters, and heating pads. The sale of none of these is large. Toast is not eaten to any extent in Holland, and consequently there is little call for toasters. The prices of these run from $3 to $4; most of them are made in Germany. The average price of a hot-water kettle is approximately $5.25, but this is considered to be on the expensive side, and if a competing product could be introduced at a lower price it would sell. The Dutch are tea-drinkers, and this creates a demand for a hot-water kettle. The other products named are regarded as distinct novelties, and except to a very small extent do not sell.

SALES METHODS

An exclusive agency arrangement is in some instances a satisfactory method for a foreign manufacturer of electrical equipment to handle the Dutch market. The country is small, there are no marked territorial divisions, and one good firm can cover its whole area with ease.

European competitors work through agents and also sell direct. It is comparatively easy for German manufacturers to have their travellers cover Holland without undue extra cost, calling on the retailers in the larger towns and cities and booking orders for direct shipment from factory.

There are a number of so-called electro-technical houses in Holland specializing in electrical products, which are in a number of instances well qualified to act as representatives. In some cases they are prepared to buy on their own account if prices and terms are satisfactory. In all cases c.i.f. prices are necessary and credits of from thirty to ninety days are customary. In beginning a connection, consignment of samples is usually asked for, and when the Dutch connection is one of standing any reasonable request in this respect should be granted.

For the sale of expensive apparatus such as electrical refrigerators and some lines of vacuum cleaners foreign manufacturers have established their own sales organizations in Holland incorporated under Dutch law as subsidiary companies. This step is, however, only justifiable in special cases and not for the sale of ordinary equipment when the market is being explored.

IMPORT DUTIES

The Dutch import duties do not place a severe handicap on foreign manufacturers who wish to market their products in Holland. According to item 38 of the tariff, all electrical apparatus weighing 10 kilos or less except dynamos and electro-motors are dutiable at 8 per cent ad valorem. This rate also applies to vacuum cleaners and stoves and ranges, while 5 per cent is charged for refrigerators and washing machines.

SULPHATE OF AMMONIA AS FERTILIZER IN THE NETHERLANDS EAST INDIES

J. Ch. D. Ockerse, Office of the Trade Commissioner

[Note.—1 florin or guilder equals 40 cents Canadian.]

Batavia, June 17, 1929.—The Netherlands East Indies are devoted largely to agriculture and the population is so dense that the ground is allowed little time to rest. Large quantities of fertilizers are required for the many and widely varying crops that are grown in the Islands of Java, Sumatra, and Borneo.

The chief so-called "estate" or European crops are sugar, rubber, tea, tobacco, cinchona, and coffee. Rice is the principal native staple crop, while others are cassava, coconuts, peanuts, maize, and spices.

Estate agriculture has always aimed at improvement and has at the present time reached a high scientific plane. The question of artificial manuring is one that has been taken up on an ever-increasing scale during recent years. Native agriculture also, which not so long ago allowed nature to do the work, has been turning more and more to the use of fertilizers. This has been due to the untiring efforts of the Agricultural Intelligence and Research Service of the Government. The native agriculturist has been made to realize the importance of proper earth curing.

LOCAL FERTILIZERS

Various organic manures are produced locally such as peanut cakes, copra (scum) cakes, and kapoc-seed (klénténg) cakes. These cakes are the refuse and by-product of vegetable oil mills, and are known locally as "bungkil". The peanut "bungkil" is also imported from Bengal (British India). The kapocseed "bungkil" has a nitrogen content of between 4·4 and 4·6 per cent, whereas the nitrogen content of the peanut "bungkil" varies from 7·2 to 7·8 per cent. The copra (scum) cake nitrogen content is approximately 6 per cent. Prices are subject to fluctuations, but market quotations range between 1 florin and 2 florins pr kilogram nitrogn f.o.r. Batavia, while peanut cakes are quoted at 1.50 florins per kilogram nitrogen.

EXPORTS

Large quantities of "bungkil" are exported, the United Kingdom being the principal consumer. The following figures cover exports during the years 1926 and 1927:—

	1926		1927	
	1,000 Kg.	Florins	1,000 Kg.	Florins
Peanut cakes	10	715	30	3,000
Copra cakes	37,942	2,751,474	46,081	3,166,820
Kapocseed cakes	9,378	462,562	17,121	843,362

GREEN MANURES

The practice of growing green manures (leguminose) for building up the supply of humus in the soil is being applied to an increasing extent in rubber, tea, coffee, and other estate crops. This manure is very useful in a mountainous country as it prevents soil-wash on sloping lands.

ARTIFICIAL FERTILIZERS

There are no domestic factories engaged in the production of artificial fertilizers, so that the Netherlands Indies are dependent for their supplies on foreign importation.

Of the various fertilizers imported into this country and itemized below, sulphate of ammonia occupies the leading place both in quantity and value. The following is a summary of imports during the year 1924 to 1927:—

	1924	1925	1926	1927
Sulphate of ammonia—	1924	1925	1926	1927
Gross tons	115,384	97,979	115,730	132,260
Florins	19,615,238	15,676,594	16,982,740	19,420,233
Acid phosphates—				
Gross tons	4,940	9,773	6,288	7,818
Florins	592,850	1,075,004	644,930	862,474
Chile saltpetre—				
Gross tons	50	245	253	1,571
Florins	9,164	41,725	41,690	238,283
Sulphate of potash—				
Gross tons	....	277	425	429
Florins	....	44,291	60,149	58,856
Guano—				
Gross tons	....	....	575	1,080
Florins	....	....	87,861	182,605
Chloride of potash—				
Gross tons	....	....	65	15
Florins	....	....	7,800	1,286
Bone meal or dust—				
Gross tons	....	....	350	....
Florins	....	....	34,950	....
Fertilizers, n.o.p.—				
Gross tons	14,946	11,985	13,488	18,823
Florins	1,432,977	11,232,631	1,493,556	2,370,268

The following table gives a detailed summary of imports during the last three years, with countries of origin. The United States and Holland were the chief sources of supply during 1928.

Sulphate of Ammonia

United States—	1926	1927	1928
Gross tons	37,311	77,079	44,200
Value in florins	5,455,783	11,292,736	6,474,330
Germany—			
Gross tons	40,319	13,019	19,452
Value in florins	5,924,899	1,914,425	2,867,682
Holland—			
Gross tons	5,135	31,193	36,909
Value in florins	756,409	4,586,992	5,429,436
Great Britain—			
Gross tons	31,745	8,084	26,178
Value in florins	4,664,881	1,190,319	3,848,573
Belgium—			
Gross tons	402	2,322	2,545
Value in florins	59,198	341,824	374,219
Singapore—			
Gross tons	289	177	....
Value in florins	43,396	26,618	....
Australia—			
Gross tons	530	....	....
Value in florins	78,174	....	....

Imports of Sulphate of Ammonia—Concluded

	1926	1927	1928
British India—			
Gross tons	....	384	....
Value in florins	....	56,465	....
Other countries—			
Gross tons	....	....	191
Value in florins	....	10,854	28,048
Total—			
Gross tons	115,730	132,260	129,476
Value in florins	16,982,740	19,420,233	19,022,288

METHOD OF QUOTING

Sulphate of ammonia for this market should be quoted on the basis of nitrogen, which must be guaranteed to be at least 20·5 per cent or equal to about 24·9 per cent of ammonia. For practical purposes an ammonia percentage can be converted into a nitrogen percentage by multiplying by the figure ·824. In Java if the sulphate of ammonia has a higher nitrogen content than the guaranteed minimum of 20·5 per cent, any surplus is absorbed in the price quoted and the purchaser is so much to the good. In Deli (Sumatra east coast), on the other hand, quotations are submitted on the basis of 20·5 per cent nitrogen, and any surplus of nitrogen content is computed into the selling price in the ratio of the higher percentage.

PRICES

It is difficult to secure c.i.f. quotations from local importers, but the following information on prices is submitted on sulphate of ammonia. The average values c.i.f. Batavia per 100 kilograms, computed from statistical returns for the year 1928 and compared with April, 1929, with their main sources of supply, are as follows:—

Supplying Country—	Average c.i.f. Value in Florins for 1928	April, 1929
Holland	14.71	14.70
Great Britain	14.71	14.74
Germany	14.74	14.76
United States	14.65	14.68
Average	14.69	14.68

In contrast to the above, one of the large estate agents who annually purchases many tons of fertilizer from the large importers has kindly supplied the following prices which they are paying on their 1929 fertilizer contracts:—

Commodity	Delivered	Price Florins per 100 Kg. (Gross)
Sulphate of ammonia—		
20½ per cent of nitrogen	F.o.r. main Java ports	14.65
Double superphosphate—		
30/37 per cent phosphoric acid	F.o.r. main Java ports	12.25
Phosphate of lime—		
(Algiers phosphate) 27 to 29 per cent	F.o.r. main Java ports	5.00
Phosphoric acid, 47 to 48 per cent lime; fineness, 90 to 95 per cent.		
Muriate of potash, 81 per cent	F.o.r. main Java ports	13.50

On one inquiry received from Canada by this office some time ago, an offer was obtained from a large local importer of £10 6s. per ton of 2,240 pounds, or 1,016 kg. c.i.f. Java, but this price was approximately £2 below the Canadian quotation.

In order to secure a share of this market in sulphate of ammonia, Canadian manufacturers at time of writing would have to calculate their quotations on a c.i.f. basis which would permit an importer to sell wholesale at about 15 florins per 100 kg. for stock deliveries.

During recent years a product has been brought into Java to take the place of such fertilizers as nitrate of soda and acid phosphates, namely Ammophos.

This fertilizer is produced both in the United States and in Canada. No separate import statistics are available, as it is included under the heading "Fertilizers n.o.p." Wholesale prices for this product range between 19.50 florins and 22 florins per bag of 100 kilograms, depending on the composition.

Sulphate of ammonia is admitted duty-free into the Netherlands East Indies provided the product is identified by the Customs as a fertilizer. Statistical duty is payable at the rate of 5 guilder cents for every 20 guilders, or fraction thereof. Landing charges may be taken at approximately 40 guilder cents per 100 kilograms.

PACKING AND SHIPPING

In regard to packing of sulphate of ammonia, the usual method is in new double bags containing net 100 kilograms, or approximately 2 cwt. The experience of local shipping agents is that sulphate of ammonia does not stand up very well under transhipment conditions. Canadian shippers are thus at a disadvantage. Not only has a high freight to be borne, but there is the transhipment danger.

Exporters of sulphate of ammonia interested in extending their export business to the Middle East and able to meet the above prices would be well advised to furnish the Trade Commissioner at Batavia with c.i.f. quotations. Standard samples would be required along with the above particulars.

FLOORING IN THE WEST OF ENGLAND

Lester S. Glass, Assistant Trade Commissioner

Bristol, July 17, 1929.—An inquiry has been received from a Bristol firm who are interested in securing a Canadian source of supply for blocks made of Douglas fir as interior flooring material. At the present time considerable quantities are being brought into this country, apparently from United States sources. They are used extensively for flooring shops and the local authorities are showing considerable preference for their utilization in schools and public halls. The size which is in greatest demand is 9 inches long by 3 inches wide by $1\frac{1}{8}$ inches thick, finished. The blocks are 100 per cent rift sawn so that the grain runs at right angles to the floor level.

The blocks are shipped in two ways. They may be fastened together by wires and then placed in a crate. The second method—the more desirable and the more common—is to pack them in a fibre carton containing about 288 blocks. The carton is then strapped with metal ribbons, there being three or four along the length of the carton and either one or two at the ends. This type of package ensures the blocks reaching their destination with a minimum amount of damage, and as they are laid directly from the carton without any further processing this is a point of some importance.

The blocks are being sold in this country at 4s. 6d. ($1.08) per yard, the yard containing approximately 50 blocks. If Canadian manufacturers can ship these blocks at from 3s. 6d. (85 cents) a yard or $17 to $19 per 1,000 c.i.f. United Kingdom port, there should be a chance for business.

OAK FLOORING

In this territory few residences have hardwood flooring. In such cases, maple and birch are practically never used, oak being preferred. A soft wood such as pine or fir is employed in the vast majority of houses, hardwood flooring being found only in those which cost $12,000 and up, and even in these it is not common.

Industrial concerns are more inclined to use the hardwood flooring, particularly if they anticipate wheeled or skidded traffic or regard cleanliness as a

prime necessity. Here again oak is used extensively, but maple is in fair demand. For cheapness in construction the blocks referred to earlier in this report are used to a great extent in bench rooms and in ordinary factories. The usual size is $\frac{13}{16}$ inch thick by $2\frac{1}{4}$ inches wide, and prices per 1,000 for oak in these sizes in first grade run as follows: Quartered white, $140; quartered red, $106; plain white, $101; plain red, $95.

The bulk of the oak flooring sold is imported from the United States. Competition has become very keen. As a result, an extensive advertising campaign has been carried on by two or three of the leading American exporters who are now holding a strong position in this market. Prices to compete would of necessity be considerably lower to arouse any interest.

MAPLE FLOORING

Before the War roller skating was a very popular pastime, and maple was used exclusively as a flooring material for the rinks. That sport has now died down and imports have concurrently fallen off. The total importations for the years 1927, 1928 and 1929 (year ending March 31) into the Port of Bristol were respectively (in board feet): 130,200, 162,600, and 75,000. When there is a demand for this product, the price at which it sells is around $117.50 to $120 per 1,000 feet.

As is customary in Canada, the usual style of flooring employed is the hollow-back, but a few contracts call for the straight-back. Constructors are of the opinion that a hollow back weakens the floor.

Attention is directed to Trade Inquiry No. 705 in this issue of the *Commercial Intelligence Journal*, p. 220. Canadian producers interested are advised to get in touch with the Canadian Trade Commissioner at Bristol, giving full particulars.

BUSINESS CONDITIONS IN SCOTLAND

G. B. Johnson, Canadian Trade Commissioner

Glasgow, July 19, 1929.—Almost invariably the monthly reports of ship launchings from the Clyde shipbuilding yards contain statements that new orders are not keeping pace with the completion of ships and more unemployment may soon be expected. But these gloomy forebodings never seem to justify themselves, which leads to the supposition that the orders come along in due course, or are not made public. The fact is that the Clyde yards are steadily launching new tonnage much as they did in pre-war years, and while unemployment of shipbuilding employees is still grave, this is largely due to improved appliances and better organization, to the absence of labour disputes, and to the fact that shipbuilding facilities were much increased during the war and can no longer be fully utilized. The result is that great numbers of men, who have failed to emigrate or to be absorbed in other occupations, are still idle. This explains the fact that large unemployment still exists despite high output.

In June, 31 vessels of 48,470 tons were launched on the Clyde, bringing the total for the six months to 119 vessels of 285,570 tons. This was short of the record for the period by only 63,000 tons.

The Scottish steel mills in the Glasgow district were quite well employed up to the "Fair" holidays beginning on the 12th inst., when most works closed down as usual for a fortnight. But those in the Motherwell area were so busy that they adopted the unusual course of closing down for a week only. The first half of the year has on the whole not been satisfactory for steel makers.

OPENING OF LARGEST COAL DISTILLATION PLANT

The opening of a new low-temperature carbonization plant by Lord Emley, M.P., at Glenboig, near Glasgow, on the 19th inst., marks the beginning of a development which may have important results in the direction of restoring prosperity to the coal mines, cheapening fuel for household and industrial purposes, relieving unemployment in the mines, reducing or eliminating the necessity to purchase from abroad vast quantities of oil, and clearing the air of the destructive cloud of smoke which perpetually hangs over the great industrial cities of Great Britain. This plant, the largest in the world, will consume between 600 and 700 tons of coal each day, turning it into 450 tons of smokeless fuel, 20,000 gallons of oil, and 20,000,000 cubic feet of gas.

An announcement was made that during the next two years the Bussey Company, the owners, intended to erect in Great Britain at least twenty plants, which would mean an expenditure of not less than £3,000,000, and would give employment, directly and indirectly, to more than 50,000.

The opening of this plant from many points of view is historic, heralding a new era in the utilization of coal and foreshadowing possibilities of immense developments in industrial enterprise. Hitherto coal has been used almost solely as a fuel, but with the Glenboig process it is to be used purely as a raw material from which a number of valuable products will be extracted. At the opening ceremony stress was laid on the fact that coal distillation has now advanced from the purely experimental stage to the realm of definite commercial enterprise which should contribute to a solution of British industrial difficulties.

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. Millen, Commercial Agent

Increased Cotton Bounty Refused

Sydney, June 27, 1929.—The Commonwealth Government has refused a request made on behalf of the Queensland cotton growers for an increase in the bounty of seed cotton from 1½d. to 2d. per pound. Before the end of the last parliamentary session an increase was sought, but the Minister for Trade and Customs at the time said that the matter would require very careful consideration on account of the issues involved, among which was the possibility of increasing the price of manufactured goods. Since that time representations have been made for an increase in this year's crop, without prejudice to any future action. The minister stated that, in view of all the circumstances, it had not been considered advisable to grant the request.

Dry hot weather has been the rule over the cotton-growing areas recently, and this condition is ideal for the maturing of the crop. At present it is not definitely known what proportion of the crop will be sold to spinners in Australia, but it is expected that manufacturers here will require the lower grade and shorter-stapled cotton. This will mean that the better quality will be exported to Liverpool, and the premiums secured for this class of cotton (which is in large quantities), ranging from 1d. to 2½d. per pound of lint, will offset higher handling and transportation charges.

Rabbit-farming in Australia

Nothing in the history of Australia has so profoundly affected its economic development as the introduction of the rabbit. The cost to the Commonwealth is beyond calculation. Besides the millions of pounds that have been spent in fencing, netting, poisoning, fumigating and digging out, the loss from the

deterioration of pastures, and from the consequent lessened output of wool, live stock, and crops, runs into hundreds of millions of pounds. It is estimated that if rabbits could be completely eradicated the carrying capacity for live stock would probably be increased 25 per cent. It was recently estimated that in a period of ten years 158,000,000 rabbits were frozen and exported from Australia, and in the same period 717,086,184 skins were exported.

For many years endeavours have been made to obtain permission to breed Angora and Chinchilla rabbits, but, bearing in mind the disastrous results of introducing the ordinary rabbit, the proposal has hitherto always been rejected. The matter has, however, been recently reconsidered, and the Government of the State of New South Wales recently sanctioned the introduction of the breeds referred to, and the establishment of rabbit farms has been sanctioned. They will, of course, be under strict supervision and licensed.

Wheat-growing in Australia

At the close of May the equivalent to approximately 80,000,000 bushels of grain had been shipped from the Commonwealth either in the form of wheat or flour. It is estimated that the exportable surplus should be somewhere about 110,000,000 bushels. Dry weather in various sections of Australia has delayed sowing operations, mostly in the Eastern States, where it looks as if there would be a reduction in the area sown as compared with last season. Another factor that has tended to reduce cropping has been the recent slump in prices abroad.

ECONOMIC CONDITIONS IN GERMANY

M. B. Palmer, Acting Trade Commissioner

BANKING

Hamburg, July 19, 1929.—From a banking point of view the main feature of the past six months has been the restriction of the inflow of foreign funds due mainly to the reduction in the margin between German and foreign interest rates. On January 11 the Reichsbank discount rate was 6½ per cent with higher rates prevailing in London and New York, so that by March foreign bankers mainly in European centres began to withdraw funds. The Reichsbank suffered heavy losses of gold and was obliged to raise its discount rate to 7½ per cent. Attacks by the French Press on the German discount policy and the apparent deadlock of the Reparations Conference resulted in heavier withdrawals, while internal nervousness led to the conversion of marks into dollars. This produced a serious condition on the exchange market, but the situation was brought under control by the combined action of the banks, and holders of foreign currencies have been compelled to unload, resulting in the exchange value of the mark recovering. To illustrate the serious depletion in the Reichsbank gold reserves, it is pointed out that on December 31 gold holdings amounted to 2,623 million marks, while on April 30 these had been reduced to 1,891 million marks; or in other words the coverage was reduced from 64·6 per cent to 43 per cent, nearly reaching the legal minimum of 40 per cent. On July 6 the reserve had risen to 1,994·5 million marks, or 51·3 per cent.

The credit restriction naturally exercised a strong influence on the money market and stringent conditions have prevailed. Rates for daily money have been as high as 12 per cent and are now 6½ to 9 per cent. Month loans are 9¼ to 10¼ per cent and the private discount rate is 7⅜ per cent. The share market took a general slump, but with the satisfactory outcome of the Reparations Conference the market has now steadied.

REICH LOANS

In order to put the Reich finances again on a sound basis, the Government in May authorized a loan of 500,000,000 marks free of taxation at a price of 99 with interest at 7 per cent. By the middle of June only 178,000,000 marks had been subscribed of the 300,000,000 offered.

Total home loans issued in the half-year amounted to 226,000,000 marks as against 903,000,000 marks in the first half of 1928. Foreign loans in the same periods amounted to 285,000,000 marks as against 1,126,000,000 marks. Since 1925 the proportion of foreign capital in investments has steadily fallen; in 1925 the share was 25·8 per cent, while at present it is 18·7 per cent.

It is noteworthy that, in spite of the comparatively complete stoppage of the inflow of foreign capital, German business is able to maintain a level of production which a year or two ago was only possible by having recourse on a large scale to foreign funds.

INDUSTRY

During the early months of the year industry as a whole experienced difficult times. The lateness of the season, lack of orders, severe competition, and the ever-prevailing scarcity of capital brought about a depressing situation. As the season advanced conditions improved, and both home and foreign trade became more active with a consequent increase in production, though in some instances only stocks on hand were utilized. The Institute for the Study of Trade Fluctuations maintains that credit shortage is the chief factor hindering trade and that this is aggravated by the holding of too large stocks of goods. It is estimated that present stocks could advantageously be reduced by 1½ billion marks.

The textile industry was possibly the worst affected. In the linen branch during June there were only 39 per cent of its members employed; in cotton, 52 per cent; and in woollen, 72 per cent. At the same time exports of finished textiles so far during the year were greater than in either of the two previous years.

By the end of June a marked industrial improvement was evident in such industries as the metallurgical and chemical. Key industries such as coal and iron were very strong. The five-months' production of the former compared with the previous year was 65,262,725 tons against 64,111,172 tons, and of the latter 5,386,594 tons against 5,565,030 tons. At the same time ingot steel production for the same period was 6,892,882 tons against 6,627,696, while the May production of 1,421,047 tons was the largest since the war, and the iron and steel market had sufficient orders booked to last until autumn. The hides market, which usually reflects general trade conditions, was very firm and the Düsseldorf ore market was the firmest in years. The Potash Syndicate's home and foreign sales for the first half-year totalled 829,861 tons against 803,031 tons in the same period of 1928. Owing to a rise in the volume of foreign orders the machine industry was active. The porcelain and glass industries experienced difficulties; 60 to 70 per cent of the sheet glass manufactured was stocked. The sale of rubber and rubber goods was considered satisfactory. The spring business in the automobile industry showed a fair demand, the preference being for low-priced cars. Turnovers in the paper industry were unsatisfactory. The wood-working industry experienced low prices, poor payments, and strong foreign competition, but an improvement is expected in the furniture lines by autumn. Building was rather brisk in view of the all-apparent scarcity of living accommodation in Germany, but only actual requirements were being filled.

The average daily freight car loadings for the week June 16 to 22 numbered 46,338 for coal and 110,556 for other goods, as compared with 41,886 and 108,353 respectively at the same period of last year.

It was reported early in July that the cereal grains and large fruit crops were in good condition.

UNEMPLOYMENT

Owing to the severe winter and late spring, unemployment during the first half of the year was greater than usual; this in spite of the carry-over of much work. A natural decrease in the number of unemployed took place as the season progressed, but the figure was considerably more than last year. At the end of February the number of unemployed reached the record figure of 2,600,000, which gradually reduced until the number of persons drawing unemployment insurance on June 15 was 745,695, and the number drawing crisis relief 205,955, or a total of 951,650 as compared with a total of 747,683 at the same period of 1928. The percentage of unemployed trade union men at the end of February was 22·3, which decreased to 11·1 at the end of April, and 9·1 at the end of May. During the first quarter of the year 1,046,000 working days were lost through strikes and lockouts as compared with 10,167,700 days during the last quarter of 1928, when the steel strikes took place.

Bankruptcies during the first five months of the year compare almost exactly with the same period of 1928. By months in 1929 they were as follows: January, 832; February, 775; March, 930; April, 885; and May, 846—a total of 4,268 as against 4,264 for the same five months of last year.

PRICES AND WAGES

The cost of living index for June stood at 153·4 as compared with the June index of 1928 of 151·4. By groups the indices are: food, 154; housing, 126; heat and light, 148·9; clothing, 172·4; and other needs, 191·8. The wholesale index on July 3 was below that of the corresponding period of last year, being 137·5 against 141.

Wages also continue to rise in unison with the increasing cost of living. The average weekly wage in June for skilled labour was R.M.53.76 ($12.80) and for unskilled R.M.41.62 ($9.91), as compared with R.M.51.40 and R.M.38.85 respectively one year earlier.

SHIPPING

The German shipbuilding industry is very quiet, with no new orders of any importance. Low prices prevail and any orders are only booked with severe competition. The number of unemployed shipyards increases monthly.

Hamburg port shipping statistics show decreases in ships and cargo both for arrivals and departures for the first half-year as compared with the first half of 1928. Arrivals at Hamburg during this period of 1929 were 7,125 ships of all classes with a net register tonnage of 10,050,772 as against 8,299 ships and 10,625,993 tons in the corresponding period of last year. Departures in the first half of 1929 numbered 7,965 with a tonnage of 10,060,059 as against 9,909 and 10,651,294 respectively during the first six months of 1928.

Within the last twelve months Germany shows the greatest increase in shipbuilding with 315,301 tons, while Great Britain and Ireland come next with 290,981 tons.

TRADE

The following table shows the foreign trade of Germany for the period January to May, compared with the same period of 1928:—

	Imports		Exports	
	January to May			
	1928	1929	1928	1929
	1,000 Reichsmarks			
Living animals	60,850	53,193	7,967	7,813
Food and drink	1,749,953	1,596,186	241,876	326,123
Raw materials and semi-manufactured goods	3,172,919	3,102,441	1,147,981	1,211,218
Finished goods	1,113,461	981,003	3,514,336	3,923,218
Total merchandise	6,097,183	5,732,823	4,912,160	5,468,372
Precious metals	208,639	52,921	10,543	949,452
Thereof reparation deliveries in kind	.....	.....	.....	318,272
	6,305,822	5,785,744	4,922,703	6,417,824

From the above table it is noted that the trade balance, examining merchandise only, continues to become more favourable. The adverse balance monthly average for this period was 53,000,000 marks as compared with a monthly average of 200,000,000 marks in 1928 and 330,000,000 marks in 1927.

The foreign trade balance for May alone was the first favourable balance since 1926. The value of imports was 1,121,634,000 and that for exports 1,175,816,000 reichsmarks.

CUBAN POTATO SITUATION UNDER THE NEW TARIFF

Enrique Heymann, Office of the Trade Commissioner

Havana, Cuba, July 24, 1929.—As already noted in the *Commercial Intelligence Journal*, under the decree of June 29, 1929, the import duties on potatoes from the United States from November 1 to June 30 will be $4 per 100 kg. (220 pounds) and from Canada $5, and from July 1 to October 31, $1.20 from the United States and $1.50 from Canada.

While the new tariff will no doubt affect the importation of potatoes from Canada during the Canadian season—from October to May—importations from the Dominion will be required as Cuba cannot produce what she needs for home consumption. Approximately 2,500,000 cwt. have been imported annually, while the largest Cuban crop has not been more than 500,000 cwt. If Cuba produced double her annual output, she would still require to import approximately 1,500,000 cwt. A large percentage of the land in Cuba is not considered suitable for the cultivation of potatoes; the climate has a bad effect on their keeping qualities. Irrigation is also required for their cultivation, and this makes for a higher cost of production. Cuban yield is stated to be from 4 to 7 barrels for each barrel of seed potatoes, against from 25 to 35 which is the yield obtained in the eastern section of Canada. The Cuban crop is harvested at a time when the eastern section of the United States has no new crop available. Consequently there is a good market for the domestic potato, which in view of the attractive prices obtained in the American market, and of its good quality, is being exported in larger quantities every year. These exportations have made it necessary for Cuba to replace such quantities by imported stocks.

Imports of Potatoes into Cuba

Year	Total	Value
1924 ..Kg.	132,267,755	$4,948,764
1925	131,370,523	5,353,150
1926	97,149,284	6,322,204
1927	110,924,315	5,803,304
1928	68,482,509	3,576,135

Exports of Potatoes from Cuba

Year	Total	Value
1924 ..Kg.	86,240	$ 7,473
1925	238,444	21,649
1926	1,334,625	69,666
1927	2,116,654	129,416
1928 (six months)	4,099,398	212,788

TRADE OF BRITISH NORTH BORNEO

Owing largely to a fall in the value of exports, the trade returns of British North Borneo for 1928 show that the total trade turnover was £2,313,700, which represents a decline of more than £500,000 as compared with the previous year. The fall in the value of exports accounted for 88 per cent of this decrease. Exports (less treasure) amounted to £1,331,000, as against £1,803,000 in 1927; while imports (less treasure) were valued at £983,000, as compared with £1,045,000. Export returns were last year seriously affected by depressed rubber prices, and shipments of this product, although actually slightly more in volume than in 1927, declined in value from £1,067,566 to only £580,487. In contrast to the setback experienced in the rubber industry was the buoyancy of the timber industry, which comes next to rubber in order of importance.

THE REPUBLIC OF URUGUAY

E. L. McColl, Canadian Trade Commissioner

Uruguay extends from the north side of the estuary of the River Plate northward to Brazil, and from the Atlantic ocean westward to the River Uruguay, which separates it from Argentina. It is the smallest republic in South America, having an area of 72,175 square miles and a population of 1,762,000 inhabitants. The annual increase in population since 1920 has averaged from net gain of births over deaths 22,600 and from immigration 15,000. The population per square mile is roughly 23. Uruguayans are mostly of Spanish blood, but on account of Italian immigration in recent years this nationality is exerting a strong influence in the development of the country. The British population numbers all told less than 1,000, while Americans, nearly all of whom are resident in Montevideo, are estimated to be about 200.

TOPOGRAPHY AND CLIMATE

The country is rolling and well watered by rivers. The climate is mild, being cooled by the breezes from the Atlantic on the east side and from the River Plate on the south. Northwards, near the Brazilian frontier, the mean summer temperature is 72° F. and the winter 55° F., while the minimum winter temperature in the south is freezing point. Only on rare occasions has snow fallen in the vicinity of the River Plate. The seasons are the reverse of north of the equator, the winter months, when rain is heaviest, being June, July, and August.

Pasture lands form the basis of the country's chief sources of wealth. Normally there is an annual 43-inch rainfall which provides an abundance of rich forage from the grasses which are indigenous to the country. There is no need for growing alfalfa as native grasses grow better; in fact, its cultivation has fallen off.

Live Stock and Products.—The live stock census of 1924 compared with that of 1908 shows an increase in cattle but a marked decline in sheep. Unofficial opinion expresses the belief that sheep have multiplied considerably since 1924, as shown by the increase both in wool clip and slaughterings.

	1908	1924
Cattle	8,192,602	8,431,613
Sheep	26,286,296	14,443,341
Horses	556,307	521,820
Mules and asses	22,099	18,576
Goats	19,951	18,888
Pigs	180,099	251,253

Meat packing, which is the major industry of the Republic, when running to capacity handles 4,000 cattle and 7,000 sheep per day. During the four years 1924 to 1927 annual slaughterings of animals by packing houses averaged as follows: Cattle, 1,234,000; sheep, 1,233,000; pigs, 49,000. Cattle and pig slaughterings have been more or less the same throughout the four years, but the number of sheep killed in the years 1924 and 1927 were 813,000 and 1,805,000 respectively.

The wool clip, exports of which have grown from 45,000 bales in 1915 to 130,000 in 1927, is on the increase.

Agriculture.—About 1,750,000 acres of land are devoted to agriculture, wheat claiming about 55 per cent of the total, corn 27 per cent, linseed 9 per cent, and oats 5 per cent. Statistics assign the remaining 4 per cent to potatoes, beans, alfalfa, barley, etc.

	Metric Tons		Hectares	
	1913-14	1926-27	1913-14	1926-27
Wheat	148,632	278,643	330,252	399,812
Corn	135,720	125,891	280,234	200,092
Linseed	33,073	50,029	51,893	70,869
Oats	12,719	20,940	39,424	41,220
Barley	8,247	15,245	5,685	2,037

Fruits.—Many kinds of fruits of excellent quality are grown, of which the most important are peaches, pears, grapes, oranges and lemons.

Mining.—There are no important mines, although gold, silver and copper are said to exist. Stone quarries are a source of considerable wealth. Besides building and paving stone and sand, large quantities of beautiful marble are exported to Buenos Aires.

Forests.—There are large forest areas, but they are not extensively exploited. The inhabitants throughout the country have been encouraged by the Government to plant trees, a measure which has met with considerable response.

Manufacturing.—A fair number of articles are made locally for household use and for personal wear, including hosiery, boots and shoes, some woollen piece goods, ready-made clothing and underwear, proprietary foodstuffs, candy, and beverages including beer and wine, cigars and cigarettes, glass bottles and tableware, a few heavy chemicals, cement, soap, paper, furniture, and enamelware.

TRANSPORTATION

Railways.—There are 1,415 miles of standard gauge railway radiating from Montevideo and reaching the Brazilian frontier at three points. The national railways, owned and operated by the Government, account for only 140 miles, but plans are about to be put into effect to commence the construction of another 350 miles. There is a short stretch of 30 miles of 0·75 metre gauge. The remaining railways with trackage totalling 1,275 miles are owned and operated by British interests under one control called the Central Uruguay Railway Company of Montevideo, Limited, with headquarters at River Plate House, Finsbury Circus, London, E.C. 2. The British system has direct connection for Sao Paulo and Rio de Janeiro.

On the British lines, which total 1,275 miles, the net earnings per mile in 1927-28 were £668, equivalent to $3,250. The next best record was 1923-24, when net earnings were £652 per mile. The rolling stock of all railways mentioned above is given below:—

	Miles Open	Locomotives	Coaches, Cars, etc.	Gauge
State lines	140	21	457	4′ 8½″
Central Uruguay Railway Company of Montevideo Ltd. (British)	1,275	177	3,307	4′ 8½″
Piriapolis line	30	6	292	0.75m.

Street Railways.—La Sociedad Commercial de Montevideo, a British company, operates the street railway of Montevideo, which is the only city of the Republic possessing an electric tramway service.

Coastwise and River Shipping.—There are river and coastal steamship services on three sides of the country, the eastern and southern ports being visited by ocean-going vessels. The river Uruguay, which forms the western boundary of the Republic, is navigable for vessels drawing 14 feet as far as Paysandu, and for vessels of lesser draft as far as Salto, where there are rapids.

Motor Transport.—The coming of motor transport has provided a few of the interior towns with a passenger service at a small initial outlay of capital when there was no money available to put down a street railway system. In

Montevideo there are as many passengers carried by busses as by tramways, and in various localities motor trucks compete with railways in the transportation of freight. The number of motor vehicles estimated to be in operation at the end of 1927 was: passenger cars, 28,100; trucks, 5,950; busses, 525.

Roads.—Owing partly to the abundance of good roadmaking stone, Uruguay claims to have a greater number of miles per population of good roads than any other South American country. The Government has embarked on a policy of highway construction; there are some 650 miles of national roads. The construction of a 125-mile concrete highway between Montevideo and Colonia has recently been authorized by the Government, while other roadbuilding projects will call for large expenditures.

FINANCE

Currency.—The monetary unit is the gold peso, the par value of which is equivalent to $1·0342 Canadian. Exchange is fairly firm around $1·0265.

Budget.—The budget for 1928-29 is: expenditures, $56,072,000; revenue, $55,836,000. The proportions allotted to the different departments or ministries place Education at the top with 16·5 per cent; War and Marine, 16 per cent; Public Works, 2·4 per cent; interest on debt, internal 11·1 per cent, foreign 18·6 per cent; Pensions, 7 per cent; others, 28·4 per cent.

Foreign Capital.—British capital invested in Government bonds, railways, tramways, gas companies, water and sewerage, banking, shipping, meat packing and other industries, is estimated to exceed $200,000,000. The total of United States investments in Government bonds, meat packing, banking, shipping, telephone companies and manufacturing is $70,000,000. Italian, German and other European investments are roughly calculated to be $200,000,000.

CITIES

Montevideo is the capital, commercial centre and chief port of the Republic. It has a population of 430,000. It is a fine city with many beautiful buildings, including a Museum of National History and fifteen public libraries. Its suburbs on the Atlantic coast, which possess modern hotel accommodation, provide inviting summer resorts where surf bathing and other sports are indulged in both by Uruguayans and Argentines. Over 20 per cent of the streets are paved with asphalt, 50 per cent with concrete, and the remainder with stone blocks and other types of pavement. In the residential district there are two or three very wide and beautiful boulevards, which together with the many central plazas or parks make the city a pleasant, attractive and healthy place in which to live.

PORT MOVEMENT

The large number of ships which visit Montevideo makes it one of the world's leading ports. During 1927, 4,315 ships with a total registration of 22,731,574 tons entered the port.

FOREIGN TRADE

During the last six years the annual imports and exports have averaged $76,500,000 and $98,780,000 respectively, which shows that there has been during this period a very satisfactory favourable balance of trade. As the import figures, however, are the result of arbitrary or fixed valuations they can only be taken as a rough guide. Furthermore, import values are believed to be considerably below present prices, so that probably 15 per cent could be added to the figures for imports given above to bring them closer to a correct reckoning.

For the few years previous to the Great War, the United States supplied only 5 per cent of Uruguay's requirements, but this proportion has risen now to 30 per cent.

Exports.—Uruguay is fundamentally a pastoral country and the backbone of its prosperity is built upon its live stock and meat packing industries. The average annual exports of products covering the last six years, according to percentage, are as follows: animal products, 89 per cent; agricultural products, 8 per cent, and minerals 2 per cent. There has been some increase in the production of cereals during the past fifteen years, although not as great as must have been expected and desired. Acreage sown and yield of both wheat and linseed, however, have shown good progress and it should not be long before the relative proportion of agricultural products exported compared with animal products should show an improvement.

The returns of the Dominion Bureau of Statistics show the following to have been the principal Canadian exports to Uruguay for the fiscal years ending March 31, 1929 and 1928 (1928 figures within brackets): Rubber tires, $308,931 ($216,082); newsprint, $164,676 ($7,096); rubber boots and shoes, $121,804 ($86,792); farm implements and machinery, $178,025 ($85,872); automobiles, $124,600 ($247,276); sewing machines, $116,767 ($132,848); musical instruments, $14,250 ($35,240); iron pipe and tubing, $12,000 ($2,424). Total of all exports, $1,107, 631 ($1,628,209).

Canadian imports from Uruguay, chiefly canned meats and wool, totalled $9,122 for the fiscal year 1929, and $80,507 for 1928.

CANADIAN REPRESENTATION

All the large import houses have their headquarters in the capital, covering the interior of the country by means of agents and commercial travellers. It is strongly recommended that a Canadian manufacturer wishing to sell goods in Uruguay should appoint as agents a firm which is an established concern in Montevideo rather than assign that territory to a Buenos Aires representative, except where the latter has his own branch office in Uruguay. In many cases Uruguayan importers resent being asked to act as sub-agents to Argentine firms, but this matter is one that cannot be decided by fixed rule. Some Argentine manufacturers' agents cross the river to the other Republic periodically to sell Canadian goods to retailers and maintain a very good business.

POINTS FOR EXPORTERS TO CHINA AND HONG KONG

L. M. Cosgrave, Canadian Trade Commissioner

Shanghai, June 6, 1929.—The following data covers general information regarding China and its requirements from an import standpoint, and it is hoped will satisfactorily answer the usual questions that occur to a prospective exporter when contemplating shipments to foreign countries.

The coastline of China extends from Korea in the north to French Indo-China in the south. The population is estimated at 436,000,000.

COMPARISON OF AREA AND POPULATION

	Area Square Miles	Population
Canada	3,729,655	9,364,200
United States	3,026,789	117,823,165
India	1,805,332	318,823,165
China	4,278,352	436,094,955

DISTANCES FROM CANADIAN PORTS TO SHANGHAI

	Nautical Miles.
From Vancouver to Shanghai	5,260
Victoria	5,180
Prince Rupert	4,795
Montreal via Panama	11,975

CHINA COASTAL DISTANCES BY SEA

	Nautical Miles	
Shanghai to Tientsin	745	
Shanghai to Newchwang	689	Transhipment via Tientsin
Shanghai to Dairen	552	Transhipment via Shanghai
Shanghai to Tsingtao	397	Transhipment via Shanghai
Shanghai to Hankow	600	Transhipment via Shanghai
Shanghai to Amoy	596	Transhipment via Hong Kong
Shanghai to Swatow	726	Transhipment via Hong Kong
Shanghai to Canton	943	Transhipment via Hong Kong
Shanghai to Hong Kong	853	Transhipment via Hong Kong

Geographical position.—The Republic of China lies between the latitude 40° North and 20° South and between the longitude 130° E. and 102° W. It is bounded on the north by Siberia, on the east by Korea and the Pacific Ocean, on the south by French Indo-China, and on the west by Burmah and Thibet.

Climate.—The temperatures in North China and Manchuria are similar to those prevalent in Canada, while South China is sub-tropical, similar to the British West Indies and Central America. The seasons in China are similar to those in Canada, though in Central and South China intense heat with high humidity is experienced from June to September; the winters are raw and rainy during the months of January, February, and March.

Topography.—The eastern coastline, which contains the majority of the larger cities and Treaty Ports, is flat, rising in Central China into a mountainous region divided by the Yangtze river, which from eight hundred miles inland extends through gorges for an additional thousand miles.

Primary Industries.—The chief distributing and export industries are cotton manufactures made from local and imported raw cotton, silk piece goods, China wood oil, soya bean cake and oil, Chinese prepared foodstuffs, peanuts, walnuts, fire crackers, blackwood furniture, water and stone jade.

Mining industries cover a wide range, including coal, salt, antimony, iron ore, lead, silver, tin, gypsum, zinc, saltpetre, sulphur.

Overseas Trade.—China's total trade has shown a steady increase, particularly during the past few years, with imports showing an excess over exports of from 10 to 25 per cent. The figures for the years 1925 to 1928 were as follows:—

Year	Imports	Exports	Total Trade
1925	G$772,072,474	621,527,503	1,393,599,977
1926	G$915,717,577	691,809,598	1,607,527,175
1927	G$827,224,392	735,247,758	1,562,472,150
1928	G$956,775,817	793,084,790	1,749,860,607

Importing Centres.—The chief importing and distributing centres of China are her main seaports. As an illustration of the relative importance of the five main ports the following import figures are given for the calendar year 1928: Shanghai, G.$564,146,430; Tientsin, G.$126,115,139; Dairen, G.$142,647,535; Canton, G.$54,343,439; Hankow G.$23,663,534.

Owing to the absence of a statistical department in the Colony of Hong Kong, no accurate figures are available regarding consumption within that colony of imported products; but it may be taken that from 75 to 85 per cent of the imports into and through Hong Kong are destined for consumption in South China.

Shanghai, Tientsin, Dairen, and Hong Kong are the chief distributing ports, the first-named port being the entrepot for Central and West China with large transhipments to North and South China, Manchuria and Mongolia. Shanghai is credited with over 50 per cent of China's total trade, both import and export, and is the chief commercial, industrial and financial centre in China. Tientsin and Dairen handle the bulk of the North China and Manchuria trade, and Hong Kong that of South China and northern Indo-China.

Customs Duties.—The Department of Trade and Commerce, Ottawa, has on file full particulars regarding China's new Customs Tariff, which was promulgated on February 1, 1929. Duties are both on an ad valorem and a specific basis and cover a range of 752 items.

China does not extend customs preference to any country. Duty is leviable on the wholesale market value in China. Except for wine and tobaccos, the Colony of Hong Kong is a free port.

Customs Requirements.—Chinese invoice requirements and other trade regulations applicable to imports into China may be obtained on application to the Shanghai Office, or to the Department of Trade and Commerce, Ottawa. In general, however, standard invoices are accepted in English. Shipping marks and addresses should be legibly written, preferably in block letters. It is not necessary to state country of origin. The packing list must be carefully prepared and agree in every particular with shipping invoices.

Catalogues.—Catalogues and advertising matter, including all sorts of descriptive literature, are admitted free of duty.

Parcel Post.—All Chinese post offices, generally speaking, participate in parcel post service, postage covering entire inland transmission. In the case of certain post offices, however, in the West and Southwest China, charges for internal transmission are collected from the addressee. All parcels must be strongly wrapped.

Postage Rates.—The rate of postage from Canada to China and Hong Kong is G$0.08 per ounce. Letters with insufficient postage are surcharged double the deficiency before delivery is made.

Parcel Post Rates.—Parcel post rates from Canada to China and Hong Kong are as follows: 1 pound, 27 cents; each additional pound up to 10 pounds, 12 cents; over 10 pounds and up to 15 pounds, $1.75.

Commercial Travellers' Licenses.—Direct travelling representatives do not require licenses in China.

Passports.—Canadian passports are valid in all the Treaty Ports of China, but require Chinese visé before travel is permitted in the interior. The main Treaty Ports are as follows: Shanghai, Tientsin, Amoy, Swatow, Hong Kong, Canton, Dairen, and Tsingtao.

Manufacturers' Agents.—Manufacturers' agents are established in the majority of the main Treaty Ports, and are as a rule extremely well informed and in close touch with the leading importers and dealers throughout China. Care should be exercised, however, in granting agencies, and reference should in all cases be made to the Canadian Trade Commissioner at Shanghai. Wherever possible, it is strongly urged upon Canadian firms desiring to enter the China market on a permanent basis that a representative should be sent out to survey the market and appoint agents on the spot, in consultation with the Canadian Trade Commissioner. This office is in a position to introduce such representatives to responsible firms and to outline the peculiarities of the market which apply particularly to China.

Selling Terms.—Trade in China may be carried out in gold dollars, pounds sterling, or the local currency based on the American dollar. Nominally, one Mexican dollar equals 50 cents Canadian currency (parity), but is subject to constant fluctuation, as China is on a silver basis. When dealing in Chinese currency, however, Canadian firms should consult with their banks, as exchange plays an important factor in all transactions with China.

Quotations are always preferable on a c.i.f. basis, though f.o.b. Atlantic or Pacific ports should also be included for purposes of comparison of freight rates in competitive commodities. Canadian transportation companies are always prepared to give all-through freight rates to main China ports.

Factory prices are not acceptable, as it is practically impossible for China importers to estimate inland freight rates. The Hong Kong dollar is more stable than in any part of China, and is usually at a premium over the Mexican dollar.

Credits.—China as yet does not possess the equivalent of the well-known mercantile agencies which exist in Canada and elsewhere, and considerable care should be exercised in the granting of credits. Well-established British, Continental and American banks are, however, strongly established in the main Treaty Ports and are in a position to supply reliable information regarding the financial status of the leading foreign and Chinese firms.

Generally speaking, import firms operate on a basis of established letter of credit or draft against production of documents at port of entry. To all parts of the interior, however, confirmed letters of credit should be established.

Among others, the Hong Kong and Shanghai Banking Corporation, the Chartered Bank of India, Australia and China, and the National City Bank maintain offices in New York and San Francisco, and act as correspondents for Canadian chartered banks in China.

Marine Insurance.—Instructions generally accompany all orders from China and Hong Kong covering the type of marine insurance to be effected. Insurance from factory in Canada to the main Treaty Ports of China, including pilferage, can be readily obtained.

Discounts and Commission.—Owing to the great distances between Hong Kong and inland points in Canada, months of valuable time are often lost through the non-inclusion in original letters to China firms of such items as discounts, commissions and how they are to be paid, banking requirements, weight and size of packing and advertising allotments, whether of a financial kind or consisting of printed matter. Care exercised in these regards by Canadian manufacturers creates a feeling of confidence in the manufacturer's export methods, whereas, if this data is not supplied the importer often loses keenness.

Packing.—Goods intended for consumption in China are often shipped hundreds of miles by junk, man-power, yaks and camels. (*a*) All boxes, cases or parcels should be compact. Large parcels should be kept when convenient to 250 pounds (two-coolie load), 500 pounds (four-coolie load), and packed in such a manner that no friction should occur in handling. (*b*) Clamping, battening and strengthening should be done, where possible, on the inside of cases, as hooks are largely used by coolies and anything detachable in the form of wood or metal may be appropriated by carriers of the coolie class. Ropes and cordage should not be used where steel strapping or wire could be utilized. (*c*) Owing to the great humidity in Central and South China, straw should not be used in packing. In order to prevent deterioration due to dampness, excelsior or paper or dried wood shavings are preferable. (*d*) In addition to shipping marks and addresses, packages should always be numbered, the packing list detailing accurately the number and contents of each package.

SHIPPING FACILITIES FOR CANADIAN SHIPPERS

From Vancouver and Victoria—Canadian Pacific Steamships: sailing every three weeks.
From Vancouver and Victoria—Dollar Line: sailing fortnightly.
From Vancouver and Victoria—Blue Funnel Line: sailing four-monthly.
From Vancouver and Victoria—Nippon Yusen Kaisha (N.Y.K.): sailing fortnightly.
From Vancouver and Victoria—Osaka Shosen Kaisha (O.S.K.): occasional sailings.

Average time from British Columbia ports to China ports, 17 to 21 days.

From Montreal and Halifax—Canadian Government Merchant Marine (transhipping at Vancouver).

Additional sailings from the Atlantic via the Panama Canal are also available ex New York and Boston. Average time, forty-one days.

Inquiries regarding China and Hong Kong may be directed to the Consul General for China, Ottawa; the Consul for China, 510 Hastings St. W., Vancouver; or the Department of Trade and Commerce, Ottawa.

NOTE

The Department of Trade and Commerce has recently established a Canadian Trade Commissioner's office in Hong Kong. Inquiries relating to South China from Foochow in the North to Indo-China in the south should therefore be directed to Mr. Paul Sykes, Canadian Trade Commissioner, Exchange Building, Hong Kong.

BELGIAN PAPER TRADE

During 1928 Belgium imported paper and paper goods to the extent of 263,017 tons, as compared with 222,020 tons in the previous year. Included in this quantity are 158,192 tons of wood and other pulps, and 23,614 tons of waste paper, of which 20,112 tons came from Great Britain. Imports of ordinary packing paper into Belgium last year amounted to 1,767 tons, as against 1,597 tons in the previous year, while imports of greaseproof wrapping paper rose from 313 tons in 1927 to 457 tons last year. Imports of wrapping paper other than greaseproof increased from 5,821 tons in 1927 to 7,584 tons in 1928, Sweden being the principal supplier. Newsprint imports amounted to 9,136 tons in 1927, as against 14,644 tons last year, while imports of carbon paper rose from 71 tons to 85 tons, France supplying 37 tons, Germany 18 tons, and the United Kingdom 17 tons. Special papers and cardboards imported amounted to 1,316 tons, as against 856 in 1927, while imports of papers and cardboards (unspecified) rose from 11,360 tons in 1927 to 13,824 tons last year, mostly from Germany and Scandinavian countries.

The Belgian paper industry last year was very prosperous, and manufacturers had difficulty in coping with the demand. It is stated in a report by Mr. N. S. Reyntiens, O.B.E., Commercial Secretary, H.M. Embassy, Brussels, to the Department of Overseas Trade, that manufacturers are booked up several months ahead. This prosperity is attributed partly to the six weeks' lock-out in Sweden, and partly to strikes in Pas de Calais works. Total Belgian exports last year increased from 76,338 tons to 83,115 tons, including 8,224 tons of pulp and 3,906 tons of waste paper.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Tariff Changes in the Union of South Africa

Mr. C. S. Bissett, Canadian Trade Commissioner at Cape Town, cabled on July 31 that budget resolutions had been proposed in the Union of South Africa containing some increases in duty effective from July 26 and some decreases to be made effective at a later date. The new rates quoted in the cablegram are given herewith. For comparison purposes the rates which apparently were applicable to these goods in the tariff already superseded, or which will be superseded, are inserted but owing to the problem of interpretation the information is subject to correction on receipt of a report by mail. A duty of 20 per cent ad valorem plus one shilling each is imposed on spindle chairs. Apparently these were formerly dutiable at 25 per cent ad valorem as unspecified furniture. Bathing suits, formerly 15 per cent ad valorem, are to be 20 per cent ad valorem.

The other changes reported in the cablegram are decreases. Gloves are to be 10 per cent ad valorem as against the present 15 per cent ad valorem, except for rubber gloves and gloves specially made for industrial and sporting

purposes. Hauling and trek chains and metal fittings therefor are made duty free. Hauling chains are now 3 per cent ad valorem; trek chains 10 per cent ad valorem, and metal fittings for either, 5 per cent ad valorem. Electric stoves are to be 5 per cent ad valorem under the preferential tariff, which applies to Canada and the United Kingdom, as compared with an existing rate of 15 per cent ad valorem. Motor lorry and bus chassis unassembled will be 3 per cent ad valorem instead of 5 per cent ad valorem.

Deferred Australian Customs Duties

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, June 26, 1929.—Owing to Australian manufacturers being still unable to supply domestic requirements, increased customs duties on certain commodities which had been previously deferred from time to time have been further deferred until the dates specified opposite each item.

The tariff items and commodities affected are:—

Item				
6	(B)		Acetone	Jan. 1, 1930
118	(C)	(2)	Linoleums and floor coverings having a similar surface, n.e.i.	Jan. 1, 1930
152	(A)		Iron and steel tubes or pipes (except riveted, cast, close jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes	Jan. 1, 1930
168	(B)		Sewing machines, treadle or hand, of the type ordinarily used in the household— (1) Machine heads, whether imported separately or forming part of the complete machine, including accessories except wrenches and oil cans	Jan. 1, 1930
181	(A)	(2)	Electrical articles and materials, viz.: valves for wireless telegraphy and telephony	July 1, 1930
279	(A)		Citric acid	Jan. 1, 1930
358	(A)		Aeroplanes, and other aircraft including balloons and parachutes	July 1, 1930
397	(D)		Explosives, viz.: powder, sporting; wads for cartridges, n.e.i.; caps, percussion; cartridges for military purposes; detonators; cartridge cases, empty, capped, or uncapped; fuse cotton; mining fuses, electrical	Jan. 1, 1930

The present rates of duty and those deferred on these items are as follow:—

Item			Present Rates		Deferred Rates	
			British Preferential	General	British Preferential	General
6	(B)		Free	Free	30%	40% ad val.
118	(C)	(2)	10%	25% ad val.	20%	35%
152	(A)		Free	10%	40%	60%
168	(B)		Free	10%	£2 10s.	£3 10s. each
181	(A)	(2)	Free	15%	27½%	40% ad val.
279	(A)		Free	10%	25%	40%
358	(A)		Free	10%	25%	35%
397	(D)		Free	10%	15%	25%

New Zealand Primage Duty

Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, cables that a resolution passed on July 31, increases the New Zealand primage duty to 2 per cent. A primage duty of one per cent ad valorem had been in force since 1915 applicable to imports (with a few exceptions of minor importance), whether otherwise liable to customs duty or not.

Surtax in Barbados

With reference to the notice in *Commercial Intelligence Journal* No. 1317 (April 27, 1929), page 666, Mr. F. L. Casserly, Canadian Government Trade Commissioner's office, writes that the surtax of 10 per cent of the duty in Barbados went into force as from April 2, 1929.

Tariff Changes in Germany

With reference to the notice in *Commercial Intelligence Journal* No. 1328 (July 13, 1929), page 75, concerning changes in the duty on grain and flour entering Germany, the *British Board of Trade Journal* of July 18 gives the information that the *Reichsgesetzblatt* for July 6 contains a law dated July 3, which increases the "general" tariff duty on fresh, salted or melted butter (Tariff No. 134) from 30 to 50 reichsmarks per 100 kg. as from July 31, 1929. This duty is to remain in force until December 31, 1933; it is not to be lower than 40 rm. up to December 31, 1935, and is not to be less than 30 rm. from January 1, 1936. The duty on cream (ex Tariff No. 134) is fixed at two-thirds of the duty on butter.

(Note.—There is at present a "conventional" duty on butter of 27½ rm. per 100 kg., and this will remain applicable to butter from countries enjoying most-favoured-nation treatment in Germany until the provisions of the Germany-Finland Commercial Treaty fixing this rate are altered. The present duty on cream is 20 rm. per 100 kg.)

A further law of the same date increases the "general" tariff duties on potatoes (tariff No. 23) to the following rates:—

During the period from February 15 to August 31, 40 rm. per 100 kg.
During the period from September 1 to February 14, 2 rm. per 100 kg.

The date of enforcement of this law is not yet fixed.

(Note.—The present "general" tariff duty on potatoes imported during the period from February 15 to July 31 is 4 rm. per 100 kg.; but there are lower "conventional" rates, as follows, applicable to imports from countries enjoying most-favoured-nation treatment in Germany:—

On old potatoes, imported from February 15 to April 15, 1 rm. per 100 kg.
On old potatoes, imported from April 1 to July 31, 1½ rm. per 100 kg.

The present "general" tariff duty on all potatoes imported during the period from August 1 to February 14 is 1 rm. per 100 kg.)

The same issue of the *Reichsgesetzblatt* also contains two ministerial orders, dated July 2 and 3, increasing the "general" tariff duties of rye, wheat, oats and certain products thereof, as from July 10.

On rye and oats (tariff Nos. 1 and 4), the "general" tariff duty is increased from 5 to 7 rm. per 100 kg. Imports from countries enjoying most-favoured-nation treatment will pay the "conventional" rate of 6 rm. fixed by the German-Swedish Commercial Treaty so long as this remains in force.

On wheat and spelt (tariff No. 2), the "general" tariff duty is increased from 5 to 7½ rm. per 100 kg., but imports from countries enjoying most-favoured-nation treatment will pay 6½ rm. per 100 kg., the rate fixed by the German-Swedish Treaty.

On meal and flour (even baked or roasted), of grain other than oats or barley (ex tariff No. 162), the "general" tariff duty is increased from 12½ to 14½ rm. per 100 kg. The present "conventional" rate of 11½ rm. fixed by the Franco-German Commercial Convention lapsed on July 10, under a Franco-German exchange of notes of June 27.

Spanish Restrictions on Fruit Importation

With reference to the announcement in *Commercial Intelligence Journal* No. 1328 (July 13, 1929), page 75, concerning Spanish restrictions on importation of fruit, Mr. A. B. Muddiman, Trade Commissioner, advises further that, according to a Spanish royal decree of June 20, 1924, the importation of live plants is permitted only through certain ports, while every importer of such plants is required to produce a sanitary certificate from the country of origin containing (*a*) the kind of product, (*b*) its quantity in weight and number, and (*c*) the name of the exporting country and the point of embarkation. It is also stated that the customs will not permit the entry of live plants which are not accompanied by an official sanitary certificate of the country of origin.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, New Zealand, for equipment required by the Public Works Department, Wellington: roof trusses for generator room; galvanized steel windows; rails and fish-plates—and for the Post and Telegraph Department enamelled copper wire, condensors, screws, bolts, brackets, coils, nuts, washers and springs.

Details and specifications are on file at the Department of Trade and Commerce, Ottawa, and will be sent to prospective tenderers on application.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING AUGUST 5, 1929

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 5, 1929. Those for the week ending July 29, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending July 29, 1929	Week ending August 5, 1929
Austria	Schilling	.1407	$ .1416	$ .1415
Belgium	Belga	.1390	.1395	.1393
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0297	.0297
Denmark	Krone	.2680	.2673	.2669
Finland	Markka	.0252	.0252	.0252
France	Franc	.0392	.0393	.0392
Germany	Reichsmark	.2382	.2391	.2388
Britain	Pound	4.8666	4.8677	4.8637
Greece	Drachma	.0130	.0129	.0129
Holland	Guilder (Florin)	.4020	.4023	.4015
Hungary	Pengo	.1749	.1754	.1753
Italy	Lira	.0526	.0524	.0524
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2674	.2670
Portugal	Escudo	1.0805	.0451	.0450
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1464	.1467
Sweden	Krona	.2680	.2689	.2686
Switzerland	Franc	.1930	.1930	.1928
United States	Dollar	1.0000	1.0025	1.0023
Argentine Rep.	Peso (Paper)	.4244	.4213	.4211
Brazil	Milreis	.5462	.1192	.1188
Chile	Peso	.1217	.1210	.1214
Colombia	Peso	.9733	.9750	.9696
Mexico	Peso	.4985	.4864	.4857
Peru	Libra	4.8666	4.0106	4.0087
Venezuela	Bolivar	.1930	.1930	.1939
Uruguay	Peso	1.0342	.9976	.9946
Cuba	Peso	1.0000	.9995	.9996
Batavia, Java	Guilder	.4020	.4015	.4008
China	Tael	.....	.5827	.5624
India	Rupee	.3650	.3622	.3621
Japan	Yen	.4985	.4637	.4697
Siam	Baht (Tical)	.4424	.4524	.4522
Singapore, Str. Settlements	$	.5678	.5626	.5624
Jamaica	Pound	4.8666	4.8653	4.8638
Barbados	$	1.0000	1.00⅜—1.01¾	1.00¾—1.01¾
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.00 41/64—1.01 57/64	1.00⅝—1.01⅞
Martinique	Franc	.0392	.0393	.0392
Guadeloupe	Franc	.0392	.0393	.0392

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Foodstuffs

692. Apples.—Chinese firm, with good connections throughout China, desire to get in touch with Canadian exporters of apples. Red, fancy, in counts 138/163. C.i.f. prices should be sent direct. Will open letter of credit.

693. Foodstuffs.—A firm in Caracas, Venezuela, wish to represent Canadian exporters of preserved salmon and fish, and food products in general.

694. Potatoes.—A firm of commission agents in Havana desire to represent a Canadian exporter of potatoes.

695. Manitoba Wheat and Flour.—A firm in Barranquilla, Colombia, S.A., wish to represent Canadian exporters of these lines.

Miscellaneous

696. Formaldehyde 40 per Cent.—A firm in Genoa desire to represent Canadian exporter in formaldehyde 40 per cent.

697. Products Derived from Petroleum.—A firm in Santo Domingo wish to receive quotations from Canadian firms.

698. Wax, Paraffin.—A firm in Montevideo are desirous of finding a Canadian source of supply of white refined paraffin wax for the making of candles. Initial quotation on 30 tons required. Opportunities for additional sales of large quantities offered. Send prices and particulars to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires, Argentina.

699. Calcium Carbide.—A firm in Caracas, Venezuela, wish to represent Canadian exporters.

700. Men's Neckwear.—Commission agent in Jamaica would like to represent Canadian manufacturers of men's neckwear.

701. Denims.—A North of England firm of overall manufacturers, familiar with American types of denim cloths, wish c.i.f. Liverpool quotations and samples, particularly on 9-ounce cloths and red-backed denims, from Canadian manufacturers.

702. Leathers.—A firm of commission agents in Havana desire representation of Canadian tanners of all kinds of shoe leathers, especially calf and patent leathers.

703. Second-hand Oak Wine Casks.—A firm in Cape Town require oak port wine staves, 54 inches high, 1 inch thick, the volume of the cask being 117 to 120 gallons. Other wine casks (oak), staves 50 inches long at least. Packing required: four or five casks in shook form, packed in one empty cask set up. The necessary cask heads are also required, but hoops are unnecessary. About 10,000 second-hand casks absorbed per annum. Prices c.i.f. South African ports.

704. Douglas Fir.—A Liverpool firm of timber brokers, for many years connected with the sale of Eastern Canadian woods, are desirous of forming an agency connection with a reliable British Columbia exporter of Douglas fir.

705. Douglas Fir Blocks for Flooring.—A Bristol firm of timber importers desire to be put in touch with Canadian suppliers of Douglas fir blocks for flooring.

706. Creosoted Beechwood.—A firm in Genoa desire Canadian agency for creosoted beechwood.

707. Raw Materials and Hardware for Construction; Prime Materials for Industry.—A firm in Santo Domingo wish to receive quotations from Canadian firms able to supply these lines.

708. Spades, Picks and Axes.—An Argentine firm are desirous of representing Canadian manufacturers of spades, picks and axes. Send full particulars to Canadian Trade Commissioner. B. Mitre 430, Buenos Aires.

709. Tractors.—British firm, with good connections in Manchuria, desire to get in touch with Canadian makers of crawler-type tractors with trailers. Prices c.i.f. Dairen should be sent direct, also full data for sizes ranging from 25 h.p. to 50 h.p.

710. Binder Twine.—An Argentine firm are desirous of finding a Canadian source of supply for binder twine. Submit samples and prices to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Cherbourg and Southampton.—Empress of Australia, Aug. 13 and Sept. 3; Empress of Scotland, Aug. 20 and Sept. 10; Montroyal, Aug. 27; Empress of Canada, Sept. 6—all Canadian Pacific.

From Montreal

To Avonmouth.—Salacia, Anchor-Donaldson, Aug. 17; Nubian, Aug. 28; Nessian, Sept. 7—both White Star Line.

To Belfast.—Melmore Head, Head Line, Aug. 23.

To Cardiff and Swansea.—Salacia, Anchor-Donaldson, Aug. 17; Nubian, Aug. 28; Nessian, Sept. 7—both White Star Line.

To Dublin.—Melmore Head, Head Line, Aug. 23.

To Glasgow.—Melita, Aug. 17; Minnedosa, Aug. 31—both Canadian Pacific; Corinaldo, Aug. 16 and Sept. 13; Athenia, Aug. 23; Carmia, Aug. 30; Letitia, Sept. 6—all Anchor-Donaldson.

To Dundee.—Cairnesk, Thomson Line, Aug. 23.

To Hull.—Incemore, Furness Line, Aug. 27.

To Liverpool.—Duchess of York, Aug. 14 and Sept. 4; Duchess of Athol, Aug. 21; Duchess of Bedford, Aug. 28—all Canadian Pacific; Regina, Aug. 24; Laurentic, Aug. 31; Doric, Sept. 7—all White Star Line; Antonia, Aug. 16 and Sept. 13; Andania, Aug. 30—both Cunard Line.

To London.—Beaverbrae, Aug. 16; Beaverdale, Aug. 23; Beaverford, Aug. 30; Beaverhill, Sept. 6—all Canadian Pacific; Canadian Mariner, Aug. 13; Canadian Spinner, Aug. 23; Canadian Rancher, Sept. 3; Canadian Planter, Sept. 13—all Canadian National; Aurania, Aug 16 and Sept. 13; Ausonia, Aug. 23; Ascania, Aug. 30; Alaunia, Sept. 6—all Cunard Line; Incemore, Furness Line, Aug. 27; Calgaric, Aug. 22; Megantic, Sept. 5—both White Star Line.

To Manchester.—Manchester Division, Aug. 15; Manchester Brigade, Aug. 22; Manchester Producer, Aug. 29; Manchester Regiment, Sept. 5; Manchester Commerce, Sept. 12—all Manchester Line.

To Newcastle and Leith.—Cairnesk, Aug. 23; Cairnvalona, Aug. 30—both Thomson Line.

To Southampton.—Metagama, Aug. 15; Montcalm, Aug. 21; Montclare, Aug. 29; Duchess of Richmond, Aug. 31—all Canadian Pacific; Calgaric, Aug. 22; Megantic, Sept. 5—both White Star Line.

To Antwerp.—Canadian Mariner, Aug. 13; Canadian Spinner, Aug. 23; Canadian Rancher, Sept. 3; Canadian Planter, Sept. 13—all Canadian National; Metagama, Aug. 15; Beaverbrae, Aug. 16; Montclare, Aug. 29; Beaverford, Aug. 30; Montrose, Sept. 13—all Canadian Pacific.

To Bordeaux and Havre.—Hada County, County Line, Sept. 5.

To Bremen.—Koeln, Aug. 24; Crefeld, Sept. 14—both North German Lloyd.

To Copenhagen and Baltic Ports.—Copenhagen, Scandinavian-American Line, Aug. 18.

To Hamburg.—Montcalm, Aug. 21; Beaverdale, Aug. 23; Beaverhill, Sept. 6—all Canadian Pacific; Elmshorn, Aug. 16; King's County, Aug. 23; Emden, Aug. 30; Liguria, Sept. 6; Brant County, Sept. 13—all County Line; Koeln, Aug. 24; Crefeld, Sept. 14—both North German Lloyd.

To Norwegian Ports.—Topdalsfjord, Norwegian-American Line, late August.

To Rotterdam.—York County, Aug. 21; Grey County, Sept. 7—both County Line.

To South France and Italian Ports.—Valfiorita, Aug. 20; Valreale, Aug. 31—both Lloyd Mediterraneo Italian Service.

To South African Ports.—Calgary (also calls at Sierra Leone), Elder Dempster Line, Aug. 21.

To South American Ports.—Canadian Pathfinder, Canadian National, Aug. 20.

To Australian Ports.—Canadian Cruiser, Canadian National, Aug. 15; Misty Law New Zealand Shipping Co., Aug. 31.

To New Zealand Ports.—Canadian Explorer, Canadian National, Aug. 24.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Champlain, Aug. 24; Chomedy, Sept. 7—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Rodney, Aug. 17; Cavelier, Aug. 24; Lady Somers, Aug. 31; Cathcart, Sept. 7—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—A steamer, Aug. 16; Peter Maersk, Aug. 30—both Ocean Dominion.

To St. John's, Nfld.—Cabot Tower, Newfoundland-Canada Steamships, Aug. 17; Rosalind, Furness-Red Cross Line, Aug. 23 and Sept. 6.

To Cornerbrook.—North Voyageur, Aug. 12 and 26; New Northland, Aug. 21 and Sept. 4—both Clarke SS.

To St. Pierre-Miquelon, St. John's, Grand Bank and Belleoram.—Cabot Tower, Newfoundland-Canada Steamships, Aug. 17.

To Victoria and Vancouver.—Canadian Importer, Canadian National, Aug. 20.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Aug. 15; Lady Hawkins, Aug. 29—both Canadian National.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada SS., Aug. 17.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday, and Saturday.

From Halifax

To Bordeaux.—Roussillon, Furness, Withy, Aug. 31.

To Liverpool.—Newfoundland, Aug. 20; Nova Scotia, Sept. 7—both Furness, Withy.

To London.—Nortonian, Leyland Line, Aug. 21.

To Londonderry and Glasgow.—Transylvania, Aug. 19; Caledonia, Aug. 26; California, Sept. 2—all Cunard Line.

To St. John's, Nfld.—Fort St. George, Aug. 13 and 27; Newfoundland, Aug. 20; Nerissa, Aug. 20 and Sept. 3; Nova Scotia, Sept. 7—all Furness, Withy; Farnorth, Farquhar SS., Aug. 16, 24 and 30, and Sept. 7.

To St. Pierre-Miquelon.—Farnorth, Aug. 16, 24, 30, and Sept. 7; Fernfield, Aug. 17 and 31; Sambro, Aug. 24—all Farquhar SS.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada Traders, Aug. 20.

To Kingston (Jamaica).—Cathcart, Aug. 13 and Sept. 10; Cavelier, Aug. 27—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, Aug. 15; Champlain, Aug. 29; Chomedy, Sept. 12—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Aug. 23; Lady Hawkins, Sept. 6—both Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar, Aug. 21; Caledonia, Sept. 4—both Pickford & Black.

To Havana.—Yorck, Furness, Withy, Aug. 30.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of France, Aug. 29; Empress of Russia, Sept. 12—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hong Kong.—Talthybius, Blue Funnel, Aug. 27.

To Yokohama, Osaka, Dairen and Sanghai.—Paris Maru, Osaka Shosen Kaisha, Sept. 6.

To Auckland and Wellington.—Golden Cloud, Oceanic and Oriental Navigation Co., Aug. 12.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Aug. 21; Niagara, Sept. 8—both Canadian-Australasian Line.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, Transatlantic SS., September.

To Auckland, Wellington, Melbourne and Sydney.—Waikawa, Aug. 15; Waihemo (does not call at Auckland), Sept. 1—both Canadian-Australasian Line.

To Napier, Nelson, Lyttelton, Dunedin Bluff and New Plymouth.—Waitemata, Canadian-Australasian Line, Sept. 12.

To Liverpool, Southampton, London and Rotterdam.—Narenta, Aug. 14; Nictheroy, Aug. 29; Loch Goil, Sept. 12—all North Pacific Coast Line.

To Hamburg, Bremen and Antwerp.—Isis, Aug. 16; San Francisco, Aug. 31—both Hamburg-American Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Noorderdyk, North Pacific Coast Line, Aug. 26.

To Havre, Dunkirk, Antwerp and Bordeaux.—Texas, Aug. 13, Alaska, Sept. 11—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Fella, Aug. 19; Cellina, Sept. 14—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Hoyanger, Westfal-Larsen Line, Sept. 1.

To Capetown, East London, Durban, Lourenco Marques.—West Cusseta, B.C. Shipping Agencies, Aug. 20.

To San Francisco.—Canadian Observer, Canadian National, Aug. 16.

To Quebec and Montreal.—Canadian Miller, Aug. 15; Canadian Prospector, Aug. 31—both Canadian National.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, care of British Legation, Athens. (Territory includes Turkey.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.)

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each): $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, August 17, 1929 No. 1333

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TRADE COMMISSIONERS ON TOUR

Mr. Young

Mr. R. T. Young, Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit the undermentioned towns and cities as follows:—

Ottawa	Aug. 19, 20 and 21
Brockville; Gananoque	Aug. 22
Kingston	Aug. 23
Toronto	Aug. 26 to 31
Windsor; Walkerville	Sept. 3 and 4
Sarnia	Sept. 5
London; St. Mary's	Sept. 6-9
Stratford	Sept. 10
Goderich: Kincardine	Sept. 11
Owen Sound	Sept. 12
Guelph	Sept. 13
Kitchener and Galt	Sept. 14 to 16
Brantford and Paris	Sept. 17
Bridgeburg	Sept. 18
Welland	Sept. 19
Niagara Falls	Sept. 20
St. Catharines	Sept. 21
Hamilton	Sept. 23 to 25
Toronto	Sept. 26-Oct. 12
Oshawa	Oct. 14

Mr. Wilgress

Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, will complete his tour by visiting as follows:—

Border Cities	Aug. 19
London and Ingersoll	Aug. 21
St. Mary's and Stratford	Aug. 22
Toronto Exhibition	Aug. 24-27
Huntsville	Aug. 29

Mr. McColl

Mr. E. L. McColl, Trade Commissioner in Argentina, will be visiting the undermentioned towns and cities as follows:—

Summerland	August 19
Vernon	August 22
Calgary	August 23
Edmonton	August 25 to 26
Winnipeg	August 29
Port Arthur	August 30
Fort William	August 30
Sudbury	September 3

Mr. Poussette

Mr. H. R. Poussette is a making a tour in the interests of trade with India and Ceylon. The following is his itinerary until September 9:—

Vancouver and New Westminster ..Aug. 15-24
Victoria .. ..Aug. 26-28
Edmonton. .. ..Sept. 3
Winnipeg .. ..Sept. 6, 7, and 9

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association; in that of Toronto with Mr. Alex. Marshall, Canadian Manufacturers' Association; and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

"MARKETS OF CENTRAL AMERICA": NEW PUBLICATION

The series of reports on trade possibilities in the countries of Central America—Guatemala, El Salvador, Honduras, Costa Rica, Nicaragua, Panama, and British Honduras—which have recently been published in the *Commercial Intelligence Journal* from Mr. C. Noel Wilde, Canadian Trade Commissioner in Mexico, has been reissued as a pamphlet. A copy of this publication will be sent *free* to any subscriber to the *Commercial Intelligence Journal* upon request. To other than subscribers to the *Commercial Intelligence Journal* the price is 25 cents. This publication extends to 132 pages and is exhaustively indexed. Requests for copies should be sent to the Department of Trade and Commerce, Ottawa.

TRADE FIGURES FOR FISCAL YEAR 1928-29 NOW AVAILABLE

The Condensed Preliminary Report on the Trade of Canada for the fiscal year 1928-29 has just been issued by the Dominion Bureau of Statistics. This handy little brochure has been considerably enlarged this year and now comprises 124 pages. It consists of two sections, a "Review" and a "Condensed Statistical Record" of Canadian trade.

The Review deals with the volume and value of the Dominion's external commerce. Its fluctuations, distribution and routes of transportation are examined in respect to both current conditions and recent variations. Several of the analyses are now published for the first time. Canada's progress and her present position among the great trading nations of the world are explained in particular detail. More particularly, the Review treats of the following, among other subjects: Relation between Trade in Raw and Manufactured Products; Seasonal Fluctuations; Trade by Continents; Imports by Principal Countries; Exports by Principal Countries; Trade Balances; Principal Commodities Imported; Imports for Canadian Industries; Principal Commodities Exported; Trade via the United States; Canada's Position in International Trade; Canada's Share in World Import Trade; etc.

The "Condensed Statistical Record" of Canadian trade covers eighty-three countries, the commercial exchange with which is segregated and dealt with in detail. This is the only official report containing trade statistics in this form. There are also summary and analytical tables dealing with Canada's trade as a whole. Copies of this report may be obtained on application to the Dominion Bureau of Statistics, Ottawa.

TRADE OF SOUTH AFRICA IN 1928

C. S. Bissett, Canadian Trade Commissioner

I

Cape Town, June 18, 1929.—The annual statement of the trade and shipping of the Union of South Africa for the year 1928 has just been issued, and it outlines fairly comprehensively the progress of this territory during the year under review.

The declaration in April by the Minister of Finance of a budget surplus amounting to £1,250,000, mainly due to the collection of customs duties over and above the estimated receipts, foreshadowed a considerable increase in imports as compared with 1927, which year also showed a budget surplus for a similar reason. This anticipation has been borne out by the figures just issued.

The total trade for the year amounted to £175,532.772, as compared to £170,467,857 in 1927, the imports totalling £79,113,726 and exports £96,419,046.

Comparative tables for the past two years follow:—

	Imports	
Merchandise—	1928	1927
From overseas	£72,218,778	£67,482,715
From other states in British South Africa—		
South African produce	3,077,421	3,064,109
Imported goods re-exported	205,596	225,723
Government stores	3,585,863	3,296,761
Specie—		
From overseas	5,567	18,872
From other states in British South Africa	20,501	39,656
Total	£79,113,726	£74,127,836
In transit—		
To other states from overseas	£ 1,949,278	£ 1,925,686
To countries overseas	3,067,696	4,356,081
Freight and insurance	6,230,451	6,424,223

	Exports	
Merchandise—	1928	1927
To overseas—		
South African produce	£70,090,157	£72,098,905
Imported goods re-exported	812,209	795,244
To other states in British South Africa—		
South African produce	2.521,236	2,192,166
Imported goods re-exported	2.683,977	2,649,676
Bunker coal*	1,647,510	1,995,714
Other ships' stores*	202,344	196,310
Specie—		
To overseas	18,355,517	16,331,636
To other states in British South Africa	106,096	80,370
Total	£96,419,046	£96,340,021
In transit—		
To other states from overseas	£ 1,949,278	£ 1,925,686
To countries overseas	3,067,696	4,356,081

* Exclusive of ships' stores taken by South African vessels.

For the year under review, the favourable trade balance was £17,305,320 as compared to £22,212,185 in 1927. However, South Africa's "balance of accounts" for 1928 is of not nearly such a positive character, even if it may not be negative. It is estimated that payments, mainly to the United Kingdom, for freight and insurance were in the neighbourhood of £6,250,000. Moreover, re-exports of imported goods emanating mainly from the Rhodesias and the Congo totalled £3,684,171. Other important invisible imports were payments for banking services, dividends and interest. Furthermore, the tourist trade has not yet balanced the expenditure abroad of South Africans who proceed overseas. When all these items are considered, it will be found that South Africa's favourable balance of accounts is but a very small portion of the favour-

able balance of trade. The item of dividends is one of the most important factors in decreasing such balance. Union industries generally have up to the present been financed from abroad. This is a situation which is gradually changing in favour of "home" ownership, but overseas finance is still the most potent factor in South African industry. The consequent drain through the payment of dividends to non-resident shareholders upon industrial profits is considerable, and combined with other invisible imports necessitates a fairly high favourable trade balance to ensure national solvency. Outstanding examples are the gold and diamond industries. It is estimated that 75 per cent of accrued profits leaves the country. These payments alone would practically wipe out the remaining balance for 1928.

This reduced balance is due almost entirely to an increase in imports of about £5,000,000 as compared to the previous year. Apart from an increase in Government stores of less than £300,000, the increased imports are accounted for almost entirely by merchandise from overseas. Exports expanded slightly by £79,025, but may be said to show little change over 1927, although the different export items show considerable variation. It has been suggested that the Union has been importing more heavily, although not dangerously so, than her economic position justifies. However, the largely increased imports of 1928 seem to be a natural corollary to the more than usually favourable balance of trade of 1927. The surplus of that year almost certainly accounts for the import increase of 1928, and this trade event can be considered as a normal working-out of the trade cycle. Over the past five years the average balance has been in the neighbourhood of £17,000,000, so that the year's returns can be considered satisfactory. The prospects for 1929 are that the final returns will show much decreased imports and increased exports. Present indications are that the latter movement is unlikely to develop to a degree nearly sufficient to maintain the 1928 rate of flow of imports.

EXPORTS

According to the trade returns purely South African produce, exclusive of specie exported during 1928, amounted to £70,090,157 as compared with £72,098,905 in 1927, a decrease of £2,008,748. This was more than offset by an increase in the export of specie (gold only) of £2,088,178 accounted for by exports in 1928 of a value of £18,213,526 as compared with £16,125,348 in 1927.

The principal articles other than foodstuffs and potable spirits were as follows:—

	1928		1927	
	Quantity	Value	Quantity	Value
Gold, produce of the Union ..fine oz.	5,760,062	£24,467,178	6,447,946	£27,389,132
Wool ..lbs.	253,506,964	16,851,351	260,334,374	17,117,948
Diamonds.. metric carats	3,541,289	8,888,416	4,274,206	12,285,095
Sheepskins ..lb.	37,713,814	1,934,517	37,724,662	1,801,135
Coal ..tons	1,648,149	889,875	1,804,483	1,063,200
Hides, ox and cow ..lb.	43,388,719	2,236,525	43,823,367	1,558,688
Wattle, bark and extract ..lb.	192,323,883	975,069	245,291,918	1,159,652
Mohair ..lb.	7,703,816	724,152	10,681,290	807,963
Copper, bar ..centals	113,653	376,056	124,380	320,510
Cotton, raw..lb.	4,444,332	203,694	4,641,167	170,331
Goatskins ..lb.	7,074,536	408,985	7,102,099	358,290
Whale oil ..gals.	4,542,402	466,958	3,631,295	330,538
Tin, ore and concentrates ..tons	2,175	336,006	2,200	354,722
Asbestos, raw ..lb.	24,343,515	176,299	25,409,600	189,378
Other articles	.....	4,138,705	.....	2,761,195
Total		£63,075,766		£67,667,777

The total export of foodstuffs in 1928 as compared with 1927 follows:—

South African produce—	1928	1927
To overseas	£6,931,540	£4,352,895
To other states in British South Africa	720,988	629,497
Imported goods re-exported—		
To overseas	41,357	45,776
To other states in British South Africa	175,175	155,711
Total	£7,869,060	£5,183,879

This notable increase is due almost wholly to larger exports of maize and sugar, which exceeded the previous year's consignments by £2,254,343 and £206,746 respectively. Other increases are kaffir corn, oats, crayfish, fresh deciduous fruit, dried fruit, and fresh and frozen meats. Decreases were registered in dried and cured fish, fresh citrus fruit, fresh grapes, and sweetening substances.

GOLD

The importance of gold bullion, gold specie, and diamonds in South Africa's export trade is notable, as these commodities combined account for almost 55 per cent of the total exports. The Union undoubtedly depends to a great extent on the export of these minerals. Considerable attention has been drawn to the state of the gold industry with reference to its future prospects. Rising costs of production threaten to make unprofitable the working of the low-grade ore mines. Much attention is to-day being paid to the establishment of other industries in the Union to offset the loss of revenue expected through the decreased production of gold in future years. A recent survey of the gold fields has been made by competent engineers, and the life of even the best mines of to-day is conservatively estimated at not more than thirty-five years. In the interval the remainder will have been worked out, and unless new finds are made an industry so vital to the country will have been wiped out. The above estimates are based on the present costs of production, but in conformity with rising costs in other South African industries those in the gold industry are also steadily rising as contrasted to decreasing costs of production in other countries. It has been found that the low-grade ore mines are threatened due to a rise of over 16 cents per ounce during the past eighteen months in production costs. Any further rise would be serious as South African purchasing power depends to a very large extent on the profits from this industry. Unless secondary and other primary industries can be developed fairly rapidly—much more rapidly than they have been in the past—South Africa's purchasing power will be seriously affected in years to come.

The total value of the Union's gold production in 1928 was £43,982,119, as compared with £42,997,608 in 1927. Production and export figures are as follows:—

	Gold Bullion	
	Production Fine Oz.	Exports Fine Oz.
1928	10,354,264	5,760,062
1927	10,122,491	6,447,946
Total	20,476,755	12,208,008
Difference	8,268,747	

The above export figures refer to bullion only, and to this must be added those for gold specie, amounting to 4,287,826 fine ounces and £18,213,526 in 1928 and 3,796,227 fine ounces and £16,125,348 in 1927.

Two countries only appear as importers of gold bullion—Great Britain and India—each taking £20,219,381 and £4,247,797 respectively.

The principal importers of South African gold specie with the value in each case are as follows: Great Britain, £6,641,441; India, £5,407,500; Brazil, £3,224,700; Argentine, £1,500,000; Straits Settlements, £390,000; Ceylon, £552,000; Dutch East Indies, £426,000.

DIAMONDS

Two years ago the position of the diamond industry was almost as disturbing as that of gold, except that the cause was exactly the reverse, viz: the grave danger of over-production. The discovery of the alluvial fields in the Transvaal and Namaqualand with their rapid subsequent development threatened to swamp the diamond market, decrease prices greatly, and endanger the industry generally. Fortunately the danger was averted by the passing of the Precious Stones Act in 1927 which limited production and export, and through agreement permitted the feeding of the overseas diamond market as supplies were required. The proclamation of new alluvial fields was severely restricted and the diamond syndicate, operating the "pipe" mines, bought in the greater portion of the alluvial diamonds offering. In addition, the recently discovered alluvial fields in Namaqualand were proclaimed as State property and private digging, except on discoverers' claims, was prohibited. This was undoubtedly the richest alluvial field in the world.

The position of the industry to-day is therefore much more stable as the present alluvial fields are practically worked out and, barring sensational new discoveries, the stocks of diamonds at present on hand should be gradually disposed of to permit the return in time to normal exploitation.

Exports of diamonds overseas in 1928 amounted to 3,541,289 carats valued at £8,888,416, which is a decrease of £3,396,679 as compared to 1927. The average price per carat fell from £2 17s. 6d. in 1927 to £2 10s. in 1928.

WOOL

Apart from gold, the most important export commodity is wool. The exports in 1928 for grease wool were 246,877,369 pounds valued at £15,975,812, compared with 253,866,456 pounds and £16,365,950 in 1927; those of scoured were 6,629,595 pounds valued at £875,539 as compared with 6,467,918 pounds and £751,998 in 1927. Although the latter shows an export increase, the net result was a decrease of 6,827,410 pounds valued at £266,597. A promising feature of the trade was a rise in price from 1s. 3d. (30 cents) per pound in 1927 to 1s. 3½d. (31 cents) in 1928 for grease wool and a rise in scoured from 2s. 4d. (57 cents) to 2s. 8d. (65 cents) per pound. This reflects keener overseas buying consequent upon the improvement in the British and Continental textile trades.

HIDES AND SKINS

The export prices received for hides and skins also showed an advance over 1927. The average price of sheep skins rose from 11½d. (23 cents) per pound in 1927 to 12½d. (25 cents) in 1928; goatskins, from 12 1/10d. (25 cents) to 13 1/10d. (27 cents); hides, ox and cow, from 8½d. (17 cents) to 12⅔d. (25 cents) per pound. The quantity exported in 1928 as compared with 1927 decreased by 473,069 pounds, but rose in value by £861,914. What appeared to be a world shortage of hides and skins in 1928 most likely accounts for the increased prices received. A decrease is anticipated in the returns for 1929, as recently leather prices have slumped.

COAL

During the year under review the total production of Union coal amounted to 16,597,348 tons as compared with 16,331,602 tons in 1927. The exports of cargo coal were 1,648,149 tons in 1928 valued at £889,875, and 1,804,483 tons in 1927 valued at £1,063,200. This is a decrease of about 12 per cent, and shows that Union coal is having difficulty in holding its own in export markets. A recent shipment made to Montreal was found difficult to dispose of in competition with Welsh anthracite.

The figures for bunker coal likewise dropped from 1,834,669 tons in 1927 to 1,652,705 tons in 1928. This is directly attributed by local shipping circles to the high cost of bunker coal, and this is the reason given by the directors of the Peninsular and Oriental Line for their action in January of this year in removing five of their passenger liners from the Cape-Australian route in favour of the Suez route. Shipping circles are urging that something be done to lower the present high costs of bunker coal, which are considered to be due to very unfavourable inland freight rates as compared to those ruling on coal for export. Coaling with South Africa coal at Aden, 3,500 miles away, is cheaper than it is at this South African port. The increasing popularity of the motor-ship, and the fact that supplies of oil from the Persian Gulf fields are obtainable cheaper at the ports on the Suez-Australian route, engender the belief that the shipping trade already lost to Union ports will be followed by other defections.

OTHER EXPORTS

Exports of mohair declined by 2,977,474 pounds valued at £83,831, compared with 1927, although the average price realized rose from 1s. 6d. (36 cents) in 1927 to 1s. 8d. (40 cents) in 1928.

The cotton industry, which up to 1926 appeared to be progressing favourably, slumped successively in the two following years. From a peak export of 8,080,399 pounds valued at £328,086 in that year it decreased to 4,641,167 pounds valued at £170,331 in 1927, and to 4,444,332 pounds valued at £203,694 in 1928. A pleasing feature, however, is the 1928 increase in value of £33,363 represented by an increase in price received of slightly over 2d. (4 cents) per pound. The slump of 1925 and 1926 in the cotton market is still affecting production in the Union. Planters are disinclined to put too much acreage under cotton, preferring to confine themselves to crops less subject to rapid fluctuation in price due to over-production in other parts of the world.

The export of wattle bark overseas decreased by 39,552,581 pounds valued at £74,278 (210,569,414 pounds valued at £868,268 in 1927 against 171,016,833 pounds valued at £793,990 in 1928). Bark extract declined from 34,722,504 pounds valued at £291,384 in 1927 to 21,307,050 pounds valued at £181,079 in 1928. the prices realized showing little or no change.

DESTINATION OF EXPORTS

Although the United Kingdom maintained her place as South Africa's best customer, her percentage share of the trade dropped slightly. The following table shows the direction of the exports of the Union (exclusive of gold):—

	1928		1927	
	£	Per Cent	£	Per Cent
United Kingdom	23,300,600	52.6	23,863,432	54.8
Australia	132,356	0.3	210,618	0.5
Straits Seettlements	475,661	1.1	459,728	1.0
India	438,982	1.0	350,754	0.8
Other British possessions	582,289	1.3	776,342	1.8
Foreign countries	19,364,045	43.7	17,881,033	41.1
Total	44,293,933	100.0	43,541,907	100.0

The decrease in exports to Great Britain amounted to £562,832 and 2·2 per cent, and is accounted for mainly by direct shipments to Continental countries, a slight loss of entrepôt trade by the United Kingdom.

Great Britain took 105,152,935 pounds of grease wool in 1928 valued at £6,790,292 as compared with 106,010,490 pounds valued at £6,829,650 in 1927. The total purchases of this commodity by Continental countries were 138,841,035 pounds valued at £8,960,609 as compared with 142,431,982 pounds valued at £9,119,389 during the same periods. Great Britain's share of sheepskins amounted to £654,890 and £600,105 in the respective years, while those of Continental

countries totalled £777,376 and £819,593. The decrease in the export of diamonds is due almost entirely to decreased imports by the United Kingdom, which fell from £9,308,189 in 1927 to £6,717,695 in 1928. Shipments to Holland, the centre of the diamond-cutting industry, also decreased by £896,523. A notable event concerning this industry is the recent establishment in South Africa of a cutting industry under Government protection. Considerable progress has already been made, although it concerns itself as yet only with the smaller stones.

Conversely, the United Kingdom continues to absorb the majority of Union exports of foodstuffs, although her share fell from 80·5 per cent in 1927 to 69·3 per cent in 1928, having taken almost the whole of the exports of maize, maize meal, sugar, eggs, and fresh, dried and preserved fruits.

The remaining British Dominions and possessions are, however, not good customers, absorbing only 3·7 per cent of the total export of South African produce exclusive of gold bullion and specie. The Straits Settlements, India, Ceylon, and Australia were the best customers in the order named. Since 1926 Australia has dropped from first to fourth place, due to the abolition of preference on Union maize, which bulked largely in the previous trade between the two Dominions.

Foreign countries increased their combined shares of the total trade from 41·1 per cent in 1927 to 43·7 per cent in 1928. The percentages taken by the principal foreign countries were: Germany, 13·3; France, 11·8; Belgium, 7·1; United States, 3·6; Holland, 3·2; and Italy, 2·7.

Germany displaced France as the Union's chief foreign customer, taking South African produce to the value of £5,873,884 in 1928 against £4,237,368 in 1927. This was chiefly, in order of importance, grease wool, hominy chop, maize, whale oil, and wattle bark and extract. France ranked second with a total trade of £5,233,214 as compared with £5,024,989 in 1927. Belgium's share was £3,167,762 as compared with £3,288,060; Holland's fell from £1,975,757 to £1,434,254, due mainly to a decrease in diamonds; Italy's increased to £698,840 from £593,536; but that of the United States fell to £1,579,150 from £1,601,705, due mainly to smaller purchases of grease wool.

CANADA'S SHARE

As compared to 1926, when South African exports to Canada reached a value of £130,129, even although that sum was mainly accounted for by a trial cargo of raw sugar, the figures for 1928 (merchandise £33,881 and coal £293) are disappointing. Even in 1927—a more normal year—when the total absorbed by Canada amounted to £60,035, South African trade with Canada appeared to be on the increase with the hope that ultimately the trade balance between the two Dominions would be more nearly on a par, thus paving the way for an extension of Canada's present small list of preferences. The Union's preferential system is on a *quid-pro-quo* basis, and while the balance of trade stands as it does at present, there is little likelihood of the present list of preferences being increased. However, the trade figures scarcely reflect the true position, as a portion of the Union's exports to Great Britain ultimately find their way to Canada. In fact, one complaint voiced by Canadian importers in general is that they are compelled in many cases to buy through the London connections of South African exporters.

The trade with Canada was composed of the following items: raisins, £5,773; canned pinapple, £7,603; other fruit, £309; goat skins, £1,113; sausage casings, £1,477; scoured wool, £17,246; and miscellaneous, £360. The notable features of the trade were a decrease of £15,535 in canned pines and an increase of £6,082 in scoured wool.

Including all South African exports to Canada, the trade in 1928 amounted to £34,403 as compared to £60,035 in the preceding year.

ECONOMIC CONDITIONS IN SOUTH AFRICA

J. L. Mutter, Assistant Trade Commissioner

Cape Town, July 10, 1929.—With the ending of the elections, an element of uncertainty has been removed from the general business situation, and signs of improvement are evident, although in most centres the normal seasonal quietness still persists. Prospects for the immediate future are, on the whole, satisfactory.

During the past season weather conditions in South Africa have been more favourable for farming than at any time since 1925. Unusually good rains have fallen in the eastern half of the country, and the outlook for the winter is comparatively favourable, although the official estimate of the maize crop has been slightly reduced from 19,025,000 to 18,643,000 bags. An exportable surplus of 7,500,000 bags is expected. The citrus fruit season is now in full swing, and the expectations of a record crop are apparently being fulfilled. Exports during May totalled 65,078 boxes, compared with 34,645 boxes in May, 1928. During June the quantities available for shipment have been less in consequence of the unusually wet weather experienced in the growing districts. Unfortunately, however, the fall in the price of wool and certain other farm products may have an adverse effect on the purchasing power of some sections of the farming community. The upward trend which was a marked feature of the 1927-28 season and was of considerable assistance at a time when a long-continued drought was detrimentally affecting production, gave way about April, 1928, to an equally marked downward trend which has now reduced prices to a level even below that of early 1927. This is particularly evident in the overseas price indexes of wool, hides, sugar, and wattle bark.

With regard to the future, there would appear to be good grounds for hoping that, with the possible exception of maize—the prices of which depend largely on the results of the next European crop—the downward trend of prices is now nearly at an end. On the other hand, grounds for expecting a considerable recovery in the near future are not very substantial, and any increase over the present price level will probably be considered as abnormal.

The May output of the Transvaal gold mines was valued at £3,812,754, as compared with the April output valued at £3,704,543, while the output for the five months ending May was valued at £18,384,117, in comparison with an output of a value of £18,050,572 for the corresponding period in the previous year.

The values of the monthly output of alluvial diamonds in the Western Transvaal for the three months February, March, and April were respectively £249,865, £297,939, and £240,401.

Improvement in the coal mining industry of Natal was maintained during May, the production increasing by some 20,000 tons, and the exports by 5,823 tons. The production of the collieries in the Witbank area of the Transvaal for April was 510,740 tons, 21,949 tons more than the output of April, 1928.

In the manufacturing industries seasonal declines in activity are reported from several centres. Conditions in the Johannesburg engineering industry are steady, but still rather quiet. Cape Town boot and shoe factories are working full time and have several contracts in hand. Clothing factories and shirtmakers are well employed, but the improvement in the furniture industry has not been maintained. Engineers and shipwrights are active, but there is less employment in the printing industry, and the building trade shows a seasonal decrease in activity. Footwear manufacturers in Port Elizabeth are still working full time, but the sheet metal and tinware factories of East London report a falling off in trade.

In Rhodesia, as a result of the present condition of the tobacco market, the area devoted to this crop has been reduced by more than 50 per cent. This year's saleable output is expected to be about 6,000,000 pounds, as compared

with nearly 25,000,000 pounds last year. Farmers have turned to other crops —e.g. maize, cotton, and ground-nuts—the yields of which are expected to show considerable increases, the total yield of the cotton crop being estimated at 474,000 pounds of seed cotton.

Good rains have been general in East Africa, and crop prospects there are good. Large deliveries of Uganda cotton have been made during the month and the local market has been steady. Some 110,900 bales of this season's crop have been disposed of, with prices at date showing a slight downward tendency. Trade conditions continue quiet but steady, bazaar business having slackened during the month as a result of the tapering demand from Uganda. Stocks of Manchester and Japanese piece goods are accumulating, but no serious break in prices is anticipated.

NORTH OF ENGLAND TIMBER TRADE

Harry A. Scott, Canadian Trade Commissioner

Liverpool, July 29, 1929.—Generally speaking, Nova Scotian spruce seems to have fared better on the Liverpool and Manchester markets during the first six months of 1929 than during the corresponding period of last year. During 1928 most importers consistently restricted their purchases of softwoods in the hope of bringing supply and demand in closer relationship than in 1927, with the result that stocks of several dimensions were reduced to reasonable proportions early last winter. Extreme cold weather conditions in Northern Europe hampered shipments from Riga and Dantzig. The first shipments of Nova Scotian spruce reached this market considerably later than usual this spring, with the result that available supplies of several dimensions of softwoods had been pretty well absorbed and new arrivals met with a ready outlet. This situation has been helped out further by a continued activity in the building industry of this district, which favours Nova Scotian lumber in specifications of 3- to 6-inch widths, and 12 to 13 feet average lengths for small houses, in preference to the wider Russian whitewood. Values of cargo lots of Nova Scotian spruce have been reasonably steady throughout; average prices have been in the neighbourhood of £13 10s. c.i.f. per standard for scantlings, with deals £1 more.

The first shipments of large quantities of Russian whitewood contracted for earlier this year have been arriving during the past few weeks and, as anticipated several months ago, this competition has affected the sale of New Brunswick better-quality spruce to a much greater extent than Nova Scotian. The price of the Russian wood has been £14 per standard c.i.f. for 7-inch and £14 10s. for 9-inch and up. Although it is reported that negotiations are at present under way for the disposal of certain quantities of New Brunswick productions, it is generally considered that the business done in deals from this source will be quite restricted during the present season.

Several weeks ago over 1,500 standards of Siberian white pine were imported into Liverpool by the same interests who have contracted for the huge exports of red and white wood from Russia to Great Britain. It is understood that some 1,100 standards have been resold at from £65 per standard free on trucks Liverpool for first quality 3-inch by 11-inch deals down to around £19 10s. for fourth grades.

Although traders interviewed have reported a good market for Nova Scotian birch during the first part of the year, the general demand seems to have eased since June. Merchantable grades on liners have been valued approximately at from £16 10s. to £17 c.i.f., with cargo lots selling at about 10s. per standard less. Considerable headway continues to be made with superior graded Nova Scotian spruce at much higher prices. Opinions are conflicting as to the extent of competition from European beechwood, but Liverpool brokers catering for the Welsh tinplate packing requirements feel that European beech must be considered as a definite competitor of Nova Scotian birch on the matter of

price. Meanwhile Quebec birch plank sales have been limited. Hewn birch logs also have been overdone. The market for this commodity fell away early this spring and has not since recovered.

Large quantities of Douglas fir, particularly in the lower grades, have been sold to Liverpool and Manchester during the first half of this year. Merchantable Douglas fir has been in quite active demand during the past two months at prices ranging from £14 to £14 10s. c.i.f. The demand for common grades for building trades, mainly from the United States and chiefly in 2 by 3 and 2 by 4-inch sizes, has developed considerably during the past six months. Sales have averaged around £12 per standard c.i.f. for planed and £13 for sawn grades. In the No. 2 clear and better grades trading has not been quite so active. Flitches—which have been obtainable at better prices than other descriptions—have recently been disposed of on this market at as low as from £20 10s. to £21 per standard c.i.f., but it is understood that this was for goods sent on consignment, and recent offers from exporters for similar specifications were around £22. Deals, squares and boards have been on the whole firmer, at prices ranging from £23 up to £24 15s.

Inquiries continue to be received at this office from responsible brokerage houses asking to be placed in touch with reliable British Columbian exporters of Douglas fir. It is quite often the case that the brokers in question already have established connections with American shippers for whom they have been acting for years past. In view, however, of the growing tendency toward Empire trading and the resultant demand from various public and private consumers for Canadian wood in place of foreign, plus the still expanding outlet for Douglas fir itself and as a competitor of other woods, a number of brokerage houses are on the lookout for Canadian sources of supply.

Accordingly, any responsible British Columbian firms not already represented in the North of England who are open to appoint agents are invited to communicate with the Canadian Trade Commissioner at Liverpool.

SOME SPORT REQUISITES IN SCOTLAND

G. B. Johnson, Canadian Trade Commissioner

ICE SKATES

Glasgow, July 29, 1929.—Its geographical position and its reputation as the original home of ice curling may give the impression that Scotland has a winter season not unlike that of Canada. The fact is, however, that very rarely does a winter in Scotland provide, in any part of the country, more than a few days' open-air skating, and the experts with the curling stone must have acquired hurling proficiency under some difficulty. For the same reason, ice skating is not a pastime indulged in by the general public, but there are signs of a development in artificial rinks. An ice-skating rink at Crossmyloof, Glasgow, opened last year, and a rink has been in existence in Edinburgh for many years. So far as known, these are the only two rinks in use in Scotland.

According to the manager of the Crossmyloof rink, the number of people who are going in for skating is rapidly increasing, not only in Scotland but in Great Britain generally. The demand for skates therefore should increase.

Sheffield is the principal source of supply, but there are imports from Canada, Sweden and Germany. Skates are of all varieties, and prices cover a wide range, depending on the style and whether nickel or plain.

A serviceable clamp skate, plain, is sold to the public at 5s. 6d. ($1.32), the nickel-plated pattern being priced at 8s. 6d. ($2.04). A superior nickel-plated clamp skate with flanged blade is sold at 12s. 6d. ($3). What is described as a Canadian pattern hockey skate sells for 25s. ($6), a tubular hockey skate at 14s. ($3.36), and other square-toed models at 20s. or 25s. ($4.80 or $6). The highest priced skate on the market is apparently one of

Swedish make at 63s. ($15.12), followed by a German skate at 42s. ($10.08). Both these have a rounded and serrated nose; a cheaper skate of the same shape costs 20s. ($4.80).

If any Canadian skate manufacturers not already represented in Great Britain wish to try out the Scottish market, this office will be very glad to present their samples, or catalogues, and prices to suitable local firms.

BADMINTON SHUTTLES

As an inquiry has reached this office from Canada concerning the popularity in this country of Badminton, and the opportunities for the sale of shuttlecocks, possibly other sporting goods manufacturers in the Dominion may be interested to learn of the surprising extent to which this game is played in this country.

The number of clubs in Scotland alone is between 800 and 1,000, with between 30,000 and 40,000 members. It is estimated that the number of shuttles used during the season (September to April) is between 50,000 and 70,000.

In each case, the shuttles are purchased by the clubs through the local sporting goods dealers, and are usually supplied at a small rebate off the usual retail selling price.

The principal difficulty in marketing a new shuttle is the strong prejudice against anything new unless it embodies unusual features, making it superior to that at present in use or, possessing the same quality, is lower in price. The popularity of any shuttle is controlled largely by the recognition it receives from various associations. For example, in the majority of Badminton tournaments Ayres' "Championship" shuttle is used, this being recognized as the best shuttle on the market. Accordingly, this make is favoured by a large percentage of the clubs. It is sold retail at 17s. ($4.08) per dozen. There is only a small difference in price between the very best and medium grade shuttles, and when the longer life of the best is considered, the clubs find it an economy to use it.

For the medium-priced shuttle, those manufactured by Battles of England have a very large sale, whilst for the cheaper grades there is a considerable demand for French-made shuttles. A Canadian shuttle would have to possess outstanding qualities of speed, steadiness of flight, durability and price, to capture a reasonable share of this rather important market.

All shuttles should be approximately Tournament Standard. Fixed weight of shuttle on scale 78 grams. Spread of feathers, 2½ inches.

HOP INDUSTRY IN THE WEST OF ENGLAND

Lester S. Glass, Assistant Trade Commissioner

Bristol, July 31, 1929.—In the West of England about Worcester one of the largest and most productive hop growing areas in the Kingdom is situated. This industry has always been one of importance, and of late years hops have been used for a variety of new uses. There are indications at the moment of a radical change in the marketing methods of the English hop growers which may place imported stocks on a decidedly non-competitive basis with the home crops.

Prior to 1916 this industry was on a basis of free competition, each grower securing such prices for his crops as he could, but during the war, in order to increase wheat production, the British Government compelled hop growers to devote one-half of their acreage to wheat. This obviously meant considerable loss of capital to the hop producers through having to scrap half of their equipment, and under the circumstances it was necessary that they be reimbursed for their losses. This was accomplished by the Governmentment constituting itself as the sole buyer. Prices which were to be paid

by both merchants and brewers were fixed and specific stocks were allocated to each consumer. This continued until August, 1925, when the Government relinquished its position. Having worked for such a time under a system which amounted practically to a monopoly and afforded the greatest amount of protection possible, the growers felt that they would be well advised to form their own association, and in 1925 there came into operation what is known as the English Hop Growers Limited, controlling over 90 per cent of the total production. This company acted as a co-operative selling agency for the growers, who bound themselves over for a period of five years to sell only to the society and to accept such prices as the directors deemed proper.

The opinion has been expressed by representative hop merchants that, under a duty of £4 ($19.46) per cwt. (112 pounds) (less 33⅓ per cent for Empire preference), the growers were apparently under the impression that they could obtain their own price. As a result the disposition of the English Hop Growers Limited was to fix the prices at a maximum point instead of merely selling as the market demanded or controlling output. Thus in the four years of 1925-28 the average range of prices to the merchants for good quality Fuggle hops were £9 15s. ($47.45), £11 5s. ($54.74), £12 ($58.40) and £10 15s. ($52.31) per cwt. Before payment to the grower, 5s. ($1.21) per cwt. to the association and about 10s. ($2.43) per cwt. in commissions fall to be deducted.

With these high prices ruling, foreign producers saw in England a ready market and competition became keen. At present importations are considerable, as the prices which have ruled for the past four years permit hops to enter this country at approximately £5 10s. ($26.76) per cwt., at which figure they are quite competitive.

The result has been that, except in the 1925 season, the English growers were able to dispose of only two-thirds of their crop. The surplus 1925 hops were held by the society for a period of two years and were then offered to the brewers at a flat rate of 50s. ($12.16) per cwt., at which price few were sold, and the balance was destroyed together with the unsold portion of the 1926 crop. During the last three months the society have destroyed the unsold portion of the 1927 and 1928 crops. It is estimated that, with all deductions for commissions and fees to the society, the grower received about £6 18s. ($32.75) per cwt. The losses which the merchants claim to have sustained are heavy. As the contract of the growers with the society runs out in 1930, there is an impression that it will not be renewed and that the industry will revert to the pre-war basis of free trading.

Should the English Hop Growers Limited decide to discontinue their activities, the probability is that the 1929 crop will be handled by the merchants on a basis of an average price to the grower of £6 ($29.20) per cwt., which under the £4 duty would necessitate imported stocks to be priced at £2 ($9.73) per cwt—an impossible figure. The duty, however, was imposed only for a four-year period which expires on August 16, 1929. If the duty lapses, it will place the English grower on the same footing as his competitors. The result should be, however, that instead of only two-thirds of the English crop being consumed, the whole of it will find its way into the hands of the merchants, and as the preference of the brewers is for English hops, outside competition should be difficult.

It is of interest to know, however, that Canadian hops, particularly British Columbian, are very popular on this market, and the best qualities from British Columbia are considered as desirable as any hops grown. Exports from Canada to the United Kingdom were in 1924, 897,643 pounds valued at $352,663. The figures receded in 1927 to 257,057 pounds valued at $85,323. In 1928 they again rose to 843,162 pounds valued at $226.175. It is the opinion of hop merchants that after this year Canada may find it difficult to compete with home-grown supplies.

TRINIDAD'S PETROLEUM AND ASPHALT INDUSTRIES IN 1928

F. L. Casserly, Office of the Trade Commissioner

Port of Spain, July 24, 1929.—Trinidad is far less dependent upon agriculture for the support of its population than is any of the other British Caribbean colonies. Whereas—with the exception of British Guiana, which produces diamonds, gold, and bauxite—their exports consist almost entirely of agricultural commodities, Trinidad possesses a mineral industry which accounts for a greater percentage of the total value of the colony's export trade than does any single item of agricultural output. The products of this mineral industry are petroleum and asphalt, which for many years have been found in Trinidad. In the calendar year 1928 the total value of petroleum products shipped was £2,493,290, or 37·29 per cent of the total value of domestic exports. Asphalt accounted for £402,564, representing 6·02 per cent; so that these two commodities, taken together, were 43·31 per cent of the colony's export trade. Cocoa, the principal agricultural product, yielded £1,651,179 (24·7 per cent); sugar, rum, and molasses, £1,230,547 (18·4 per cent); and other items of agricultural output the small remainder.

This circumstance tends to financial stability and precludes such sudden and violent fluctuations in the community's purchasing power as from time to time occur in some of the other colonies which are wholly dependent for their economic life upon agriculture, and which are periodically visited by hurricanes and droughts. These calamities, so fatal to banana plantations, would not affect oil wells or the celebrated Pitch Lake, the most important source of the world's supply of asphalt; however, Trinidad is not subject either to hurricanes or to earthquakes, and droughts are comparatively rare.

The Trinidad Government has a very efficient Mines Department, charged with the general oversight of the colony's mining industry. The Government's interest in the matter lies in the collection of royalties, wayleaves, fees, etc., and in looking after the welfare of the workers. In the recently issued report on the working of that department during the calendar year 1928 (from which the figures mentioned in this report are taken) it is recorded that despite low prices for petroleum products in the world's markets there was considerable activity in the colony's oil industry and a large increase in production as compared with the previous year. This is due principally to the fact that the largest oil company operating in the colony considerably enlarged its refining plant and was therefore able to cease the restriction of output to which it had previously been obliged to resort. There are now five shipping depots, at each of which ocean-going vessels can be loaded. Exports of petroleum products rose from 155,900,000 gallons in 1927 to 222,600,000 gallons in 1928. The output of asphalt, however, declined from 242,131 tons in the former to 195,980 tons in the latter year; an examination of the figures for the past eighteen years shows violent fluctuations in the production of this material, contrasted with a steady and phenomenal increase in that of petroleum. In 1911-12 the latter was only 282,397 barrels (of 35 gallons). Both these products are shipped principally to the United States; small quantities, however, go to England.

The following table shows the number of feet drilled and the quantity of oil produced (in barrels of 35 gallons) during 1928 as compared with the years 1926 and 1927:—

	1926		1927		1928	
	Feet Drilled	Oil Won Brls.	Feet Drilled	Oil Won Brls.	Feet Drilled	Oil Won Brls.
Crown lands	126,339	2,976,227	119,284	2,362,150	130,630	4,141,816
Private lands	73,739	1,995,243	121,440	3,018,341	114,010	3,542,634
	200,078	4,971,470	240,724	5,380,464	244,640	7,684,450

The total number of wells drilled in the colony to December 31, 1928, is 1,452, of which 899 are on Crown lands. During the year under review 140 new wells were drilled, of which 76 were on Crown lands and 64 on private lands —a decrease of 18 compared with 1927. In 102 of these wells oil was struck. The number of companies engaged in the winning of oil at the close of the year was 15 as against 14 at the end of 1927. The royalty collected in respect of oil won from Crown lands showed a considerable increase as compared with the previous year, the figures being £54,573 6s 11d. and £39,965, 3s. 7½d. respectively.

Wayleaves yielded a further sum of £12,611 3s. 6d. to the Government in the year under review. The daily averages of persons employed in the oil and asphalt industries during 1928 were respectively 5,402 and 946.

As pointed out in a previously published report on this subject (see *Commercial Intelligence Journal* No. 1245 (December 10, 1927), page 831), these industries are of interest to the Canadian exporter chiefly because the producing companies use large quantities of box shooks and steel drums for shipping petroleum products, and barrel staves and heads for refined asphalt. In recent years purchases of box shooks have been made from British Columbia with gratifying results.

ST. VINCENT TO PROHIBIT USE OF SOLID TIRES

Mr. F. L. Casserly, Acting Government Trade Commissioner at Port-of-Spain, Trinidad, has forwarded a copy of Ordinance No. 17 of 1929 of St. Vincent, passed by the Legislative Council of that colony on July 15, prohibiting the use of solid tires on motor vehicles. The St. Vincent Government intend to spend a great deal of money on the roads of that colony at an early date, and are taking this step to ensure lasting results from the expenditure. Considerable damage is stated to have been done to the roads by solid tires; these, however, will be permitted to be used up to June 30, 1930, by motor vehicles at present in the island.

MARKET IN INDIA FOR STOVES

Richard Grew, Canadian Trade Commissioner

Calcutta, July 11, 1929.—In a great many of the smaller towns throughout India, there has been no development of either gas or electricity. In addition to this, many of these towns have no hotel accommodation with the exception of "dak bungalows". In other countries, these are known as "Government rest houses". These places are established simply for the convenience of travellers and afford them a roof over their heads if it is necessary for them to stay overnight. No food can be obtained at them.

Despite the inconveniences of travelling in the country districts of India, there is a considerable amount of travelling done, and of necessity many travellers are obliged to stay overnight at dak bungalows. As a consequence of this, each traveller must carry his own outfit with him, and this invariably includes some sort of portable stove, which is usually of the kerosene type. These stoves must be both small in size, and light in weight, as the traveller does not wish to encumber himself with any more baggage than is necessary.

To meet this demand, several English and Continental manufacturers are supplying this market with a single-burner stove with about a four-inch wick. These stoves can be carried quite conveniently, take up very little space, and are sufficient to cook an ordinary meal.

The competition in this trade has become extremely keen, and if Canadian manufacturers desire to obtain a share of this business, it would be necessary to quote rock bottom prices.

To enable interested suppliers to form an idea of the extent of this business, the table given below shows the quantity and value of stoves imported into India during the past five years, together with the countries of origin:—

	1923-24	1924-25	1925-26	1926-27	1927-28
Sweden—					
No.	74,340	125,288	175,062	139,857	173,986
Value ..Rs.	436,754	655,294	770,180	666,928	704,571
Norway—					
No.	643	65	1,104	414	805
Value ..Rs.	4,408	575	6,212	2,974	2,414
Germany—					
No.	33,327	37,220	46,605	22,049	37,221
Value ..Rs.	126,209	94,317	105,178	45,155	74,619
Netherlands—					
No.	541	....	11	427	306
Value ..Rs.	3,071	....	142	1,295	1,456
Belgium—					
No.	7	525	....	343	751
Value ..Rs.	1,060	4,314	....	2,270	2,538
France—					
No.	241	43	8	782	1,488
Value ..Rs.	4,941	410	185	4,365	5,441
Switzerland—					
No.	....	210	1	....	330
Value ..Rs.	....	1,212	65	....	1,495
Italy—					
No.	461	583	305	365	893
Value ..Rs.	2,092	2,754	1,197	1,933	3,118
Austria—					
No.	1,214	5,340	7,533	7,025	12,627
Value ..Rs.	4,735	20,896	34,852	26,526	46,750
Czechoslovakia—					
No.	1,122	620	100	90	289
Value ..Rs.	987	1,632	360	379	197
Japan—					
No.	. .	16	....	26	88
Value ..Rs.	....	24	....	53	1,010
Other foreign countries—					
No.	1	25	84	....	2
Value ..Rs.	40	285	698	....	15
Total No.	126,950	190,046	249,966	199,728	261,693
Value ..Rs.	706,040	892,204	1,036,056	880,007	973,649

(Note.—The above statistics may include other than small oil stoves, but by far the greatest proportion is made up of the smaller variety.)

The domestic manufacture of stoves is practically negligible.

From the foregoing statistics, it is evident that Sweden has by far the largest share of the business, approximating two-thirds of the entire trade for the last year under review. The imports from Sweden are practically confined to one stove known as the "Primus," which is almost a monopoly, by B. A. Hjorth & Company, Stockholm.

There are also two English brands, "Sunrise," manufactured by Rippingilles Albion Lamp Company, Birmingham, and "Beatrice," manufactured by John Harpur & Company. These two stoves combined sell in about equal quantities to a German stove known as "351" but the German stove is gradually gaining favour over the British as it is practically an exact imitation of the "Sunrise" and the price is considerably cheaper.

All these stoves are sold entirely in the bazaars, none of the large European department stores carrying stocks. These stoves are sold by the bazaar dealers to the consumers at the following prices: "Primus," $1.71; "Sunrise," $1.44; Beatrice, $1.44; "351," $1.08.

(Based on par value of exchange, 1 rupee equals 36 cents Canadian currency. The duty on stoves of this type is 15 per cent ad valorem).

There is also a demand for kerosene stoves of the two-burner style or larger which, of course, are not portable and are used principally in the homes of Europeans. The number sold during a year is not large as the following figures will show:—

United States—	1923-24	1924-25	1925-26	1926-27	1927-28
No.	2,087	1,604	1,720	2,411	2,652
Value ..Rs.	32,389	52,839	34,159	36,503	29,912

All these stoves are sent from the United States, and one firm enjoys practically a monopoly of the business. Upon investigation, it has been found that customers will purchase no other kind, despite the fact that competing makes have been marked down to a price 50 per cent below the American stove.

ELECTRIC STOVES

Up to the present time a demand has not been created for electric stoves. In the first place, the field is limited to the larger cities, but the cost of electricity is expensive. Another factor which makes possible sales difficult is the question of servants. Practically all the cooking for Europeans and others is done by Indian servants, and they have a prejudice against changing from the methods to which they have become accustomed. If an electric stove was installed, it would be quite likely that the cook would damage the stove in such a way that it could not be used.

KEROSENE ENGINES FOR THE MIDDLE EAST

Geo. R. Heasman, Acting Trade Commissioner

Batavia, July 13, 1929.—There is a steady demand in the Middle East for a small 1½ to 2½ hp. kerosene engine.

Hundreds of these small engines are imported each year by Middle East importers for sale to the native farmers. This is especially the case in Siam, where they are needed by the farmers to pump water from the irrigation canals into their rice fields.

These engines must be small to come within the purchasing power of the native. They must run on kerosene, as gasolene is much too expensive. Furthermore, they should be simple in design in order that the native may be able to run one. They should be fitted if possible with high-tension magnetoes as these are considered more satisfactory than battery ignition. At the present time these engines are being imported from Germany, the United States and England.

The price should be between $50 and $60 per engine f.o.b. New York. The high-tension magnetoes would, of course, be charged extra if the engines were so equipped.

Packing should be such as to be able to withstand the rough handling involved in transhipment, and shipment should be made via New York and then Java-New York Line to Java and Malaya, but via a Continental port from Montreal for shipments to Bangkok, Siam.

CUBAN INVOICE REQUIREMENTS

With reference to the announcement in *Commercial Intelligence Journal* No. 1328 (July 13, 1929), page 76, the Department of Trade and Commerce will furnish on request a copy of instructions on revised Cuban invoice requirements and consular regulations, which have been prepared by Mr. Gabriel de la Campa, Consul General for Cuba, Ottawa, Canada. These instructions review and explain Circular No. 308 issued by the Department of State of the Republic of Cuba on April 18, 1929, and which became effective as from July 1, 1929.

MARKET FOR PROPRIETARY MEDICINES IN BRAZIL

A. S. Bleakney, Canadian Trade Commissioner

Rio de Janeiro, July 17, 1929.—In the fiscal year ending March 31, 1929, exports of proprietary medicines from Canada to Brazil were to a value of $1,050 only and in the previous years a few small shipments were made. There is a considerable market for such products in this country. Exports of miscellaneous medicinals from the United States to this market in 1927 were valued at $388,000 and of scientific and medicinal supplies at $350,332.

The latest returns for Brazil covering the whole country are of 1926. The main heading covers "chemical products, drugs and pharmaceutical specialties". As these include industrial chemicals, the total has no value as regards proprietary medicines. Under the sub-heading "capsules, pills, globules (medicinal)" there are shown imports to the value of £89,914 sterling, and after listing the principal chemicals and drugs there is an item covering unenumerated chemical products, drugs and pharmaceutical specialties showing importations in 1926 to the value of £1,114,080 sterling. This undoubtedly includes much medicinal material.

It is necessary to go back to 1923 in order to obtain a statement as to the countries of origin, when imports of capsules, pills, globules, etc., were converted to dollars at the mean rate of exchange for that year as follows: France, $120,699; United States, $49,713; Belgium, $36,698; Spain, $19,030; Germany, $5,469; Great Britain, $4,438; Switzerland, $3,632; Portugal, $567.

It is evident that the growth of imports has been rapid since 1923, and that this item only includes a small part of the importation of medicinals, in view of the importations from the United States in 1928 shown in the opening paragraph of this report, and from the importance of the unenumerated item. The classification in the tariff shown later is also proof of this.

For the customs port of entry of Santos, however, which covers the State of São Paulo, we have the 1927 figures showing origins. Countries showing less than $1,000 are omitted. In regard to the small values shown herein, it should be noted that most pharmaceutical materials are imported through Rio.

Capsules, Pills, Globules, etc.

France	$39,486
Italy	18,502
Belgium	16,886
Germany	10,601
United States	8,610
Great Britain	1,512
Sweden	1,000

Medicinal Elixir and Liquors

Italy	$10,561
United States	3,677
France	3,254
Great Britain	1,141

Medicinal Plasters

United States	$32,005
France	2,204

Medicinal Drops

Italy	$14,808
France	13,771
Great Britain	3,084

Disinfectants

Great Britain	$90,897
United States	7,283
Germany	5,766
Italy	2,785

Cod Liver and Emulsion Thereof

Great Britain	$ 8,239
United States	3,312

From these statistics by origins, it is evident that France, the United States, and Great Britain play an important rôle in this trade, followed by Germany, Italy, and Belgium. French sales have been aided by the fact that French medical text books are largely used and many Brazilian doctors take courses in France. The prestige of the Rockefeller Mission—members of which have given courses in Brazilian schools—has been of assistance to American sales.

TOTAL CONSUMPTION OF PHARMACEUTICALS

An estimate based on returns for the Brazilian sales tax on pharmaceuticals in 1919 shows a total consumption in Brazil of $23,886,983 on a basis of a popu-

lation of 30,000,000, or about 80 cents per capita. Statistics show that consumption doubled in three years in terms of milreis, an extraordinarily rapid rate of growth. The decline in the value of the milreis, however, has counteracted the value of this consumption in terms of dollars.

It is impossible from the data available to estimate the total importation, but from a survey of stocks in pharmacies a conservative calculation would be 25 per cent foreign and 75 per cent Brazilian. Some estimates place the importations as high as a third of the total. It is evident, however, that there is an important and growing demand for prepared medicines in Brazil.

LOCAL CONDITIONS AFFECTING SALE

Pharmacies.—Relatively to the number of other shops, Brazil has many pharmacies. From a calculation made from a standard directory of Brazil for 1926—which is, however, not necessarily complete—there are 3,573 pharmacies in Brazil, of which 776 are in the city of Rio de Janeiro. The states that have more than 100 are as follows: São Paulo, 700; Minas Geraes, 512; Pernambuco, 307; Bahia, 261; Rio de Janeiro, 221; Rio Grande do Sul, 219; Ceara, 150; and Para, 101. For the leading areas cited above population was as follows for the same year: Minas Geraes, 5,788,837; São Paulo, 4,592,188; Bahia, 3,373,000; Pernambuco, 2,160,000; Rio Grande do Sul, 2,138,831; Rio de Janeiro (state of), 1,501,969; Rio de Janeiro (city of), 1,170,000.

Free Clinics.—The general prevalence of free clinics at pharmacies encourages the sale of medicines. Consultations are usually by young doctors who give about two hours of their time daily to this service. They largely recommend prepared medicines. The majority of the people could not afford doctors' fees and necessarily have recourse to these free clinics.

Effect of Low Standard of Living and Illiteracy.—A recent estimate of the per capita purchasing power of Brazil, taking the United States as 100, places Brazil at 7·74. An estimate by this office places it at 10 compared to a Canadian basis of 100. This condition is one cause of the free clinics which assist sales.

Illiteracy in Brazil averages about 85 per cent. While this restricts effective printed advertising, it is believed to be favourable to the sale of patent medicines as opposed to that by prescription. Unfortunately it also results in a lack of discrimination, and the public would be susceptible to exploitation by useless remedies were it not for the protection afforded by the Public Health Department through its regulations.

Proprietary Medicines Popular.—Pharmacies are well patronized. It is characteristic of Brazil that the people have a great belief in medicines. On the majority of dining tables the medicine bottle is always present. It would also appear that the propensity for prepared medicines is more prevalent amongst women than men.

In Latin countries the women do not enjoy the same freedom and independence as they do in (say) Canada. More time is spent in the house, with little exercise possible—a condition that is accentuated by the summer heat. This lack of exercise in a climate which in any case is trying for women encourages recourse to prepared medicines for real and imagined ailments.

Resistance to disease is lower in the tropics than in Canada. After a slight illness or accident one becomes easily run down and it takes much longer to build up. This is true of foreigners, and to a lesser extent of Brazilians, and this condition is favourable to the sale of tonics. Digestive trouble is also very prevalent and such remedies as milk of magnesia are in demand. Tonics are often taken as injections in order to avoid digestive trouble. Doctors, in cases of cuts or skin abrasions, specially advise immediate action in applying anti-

septics such as iodine and hydrogen peroxide. Hydrogen peroxide is made in Brazil, but many other antiseptics are imported and enjoy a large sale. Rheumatism is largely prevalent and anti-uric acid remedies are much in evidence. Salves and ointments for sores and insect bites are much in demand.

In spite of the salubrious climate, colds and coughs are easily acquired, especially in São Paulo, where there is a sharp variation in temperature by day and night. In the winter, which is almost as warm as a Canadian summer, even slight draughts will result in colds. Sales of remedies for colds and coughs are important.

DUTIES

The duties on drugs and prepared medicines are very varied and cover twelve large pages of the Brazilian tariff. Like all Brazilian duties, they are payable 60 per cent in gold and 40 per cent in paper. The actual duties are therefore much higher than they appear in the tariff. At the present ratio between gold and paper which has been fixed for nearly a year at 1 milreis gold=4·567 paper milreis. The actual duty can be reached by multiplying the rates shown in the tariff by 3·140. There is also a port tax of 2 per cent gold, which is complicated to calculate. The duties on the following typical items have been worked out to actual duty payable in Canadian money per kilogram (2·2 pounds) including port tax:—

	Per Kg.
Balsams, medicinal of all kinds	$ 81
Capsules, dragees, pills, globules and compounds, medicinal	8 49
Chloroform	1 00
Disinfectants—	
Formol or formaldehyde or formic aldehyde (40 per cent)	38
	Ad val.
Disinfectants not otherwise mentioned including formalin pastilles	88
	Per Kg.
Emulsion of all kinds	$ 98
Salves in paste	1 20
Globules, homeopathic	1 00
Medicinal drops, all kinds	1 63
Liniments, formentations and embrocations, n.o.p.	1 27
Medicinal injections, all kinds	1 27
Medicines, dosimetric in granules	10 00
Pepsin—	
Extractive in paste	6 00
In powder mixed with starch or milk sugar	2 00
Pastes and pastilles, medicinal, of all kinds	1 30
Pastillese, compressed or moulded, tabloids of all kinds	16 27
Medicinal powders, compounded	3 25
Quinine	4 00
Salts, granulated or in powder effervescent or not	1 30

BRAZILIAN INDUSTRY

The pharmaceutical industry in Brazil is highly developed. There are more than 500 establishments producing prepared medicines in Brazil. Most of the pharmacies start manufacturing prepared medicines sooner or later. Bottles and metal tubes are manufactured in Brazil and their use is a distinct economy.

FOREIGN BRANCH LABORATORIES

Many foreign firms, especially French, American, British, and German, have established laboratories in Brazil, usually at Rio, where medicines are prepared and packed, thus saving, in many cases, the duties on the finished product and on the container. This type of light manufacturing laboratory is very practicable in Brazil, as it does not involve any great investment of capital or require serious permanent installations.

SALES METHODS

The general policy adopted by exporters is to distribute through representatives importing on their own account, who are nearly always located at Rio de

Janeiro, the pharmaceutical centre of Brazil. These agents often establish laboratories and do a certain amount of preparation and packing where this is advantageous. As a general rule they appear to be prospering. They in turn sell to wholesalers. Nearly all the representatives of foreign firms are technical men and nationals of the countries whose products they represent. The problem of distribution is assisted by the small bulk of the products handled. São Paulo, the market of next importance after Rio, is only an overnight journey from Rio, and wholesalers in these two centres can assure a very wide distribution. The manufacturers' representative usually buys at the usual terms of this market, namely payment 120 days' date from date of bill of lading.

ADVERTISING

It is not necessary to stress the necessity of an advertising campaign suited to the market. The methods found successful at home are generally applicable here. There is, however, more distribution of small pamphlets and samples (generally pills) to the consumer. This method aims at reaching the illiterate. The services of medical students are also requisitioned to call upon doctors.

GOVERNMENT REGULATIONS

No pharmaceuticals can be sold in Brazil without securing a license from the Federal Government Department of Health. There are two kinds of licenses, the one granting general and the other restricted sale. The license for restricted sale permits sale only on doctors' certificates. The local representative holds the license, under authority of a power of attorney. The formalities are rather complicated and require a number of legal documents. Full particulars in this regard are on file at the Department of Trade and Commerce, Ottawa, and can be had by interested firms.

PATENTS AND TRADE MARKS

It is necessary to secure trade marks for proprietary medicines. Some advise securing patents as well, but it is generally considered that the trade mark protection is sufficient. General information can be had from the Department of Trade and Commerce in pamphlet form dealing with Patents and Trade Marks in Brazil, but this matter should be handled by competent patent attorneys with connections in Brazil.

A list of representatives dealing in proprietary medicines is on file at the Department of Trade and Commerce, Ottawa.

PRODUCTION, CONSUMPTION, AND IMPORTATION OF GYPSUM IN THE ARGENTINE REPUBLIC

O. M. Armstrong, Acting Trade Commissioner

Buenos Aires, June 27, 1929.—Gypsum is found in almost all parts of the republic, but not always in sufficient quantities to permit of exploitation. Enormous mines are found in the mesozoic strata of the Cordillera range in the provinces of San Juan, Mendoza, and Neuquen. At times these deposits are so huge that they form entire hills, for example in the Aconcagua region, province of Mendoza. The exploitation of these deposits is not now practicable, due to the long rail haul and costly freight rates. Gypsum is also found in exploitable quantities in the soil strata of Patagonia in the south and in Paganzo in the north.

To the north of Neuquen Territory a very large deposit is found in the region bordering on the 31st parallel of latitude; in the swamps stretching from Cerro Peinado to the Rio Grande deposits 450 metres thick are found extending over a distance of 45 miles. These deposits, however, are now unexploitable, due to the lack of transportation facilities.

Of more importance, at least for the present, are the gypsum deposits found in layers north of Puerto Madryn, Chubut Territory, and the highly important deposits found in Hermandarias and Curtiembre in the province of Entre Rios. These later two deposits have been exploited for some years past, the product being brought down the Uruguay river by boat to Buenos Aires.

Following are a few analyses published by the Argentine Department of Mines and taken from the mineral obtained from the "4th of November" quarry near General Roca, Rio Negro:—

	Per Cent	Per Cent
Water	(1) 21.00	(2) 21.00
Calcium sulphate	78.54	73.10
Silica (SiO_2)	vestiges	4.05
Iron and aluminium	vestiges	1.10
Undetermined	0.46	0.75
	100.00	100.00

The consumption of gypsum in the Argentine Republic in the year 1927 was about 53,268,306 kg. This amount, which can be checked from figures listed below, is made up as follows: production, 52,111,410 kg.; plus imports, 1,707,218 kg.; less exports, 550,312 kg.

PRODUCTION

1926

Station	Transportation	Province or Territory	Amount in Kg.
Rio Negro (City of San Antonio Oeste)	Southern Railway	Rio Negro	15,097,000
Curtiembre	River boat	Entre Rios	5,030,000*
Hernandarias	River boat	Entre Rios	15,994,256*
			36,121,256

* The figures for Curtiembre and Hernandarias noted above are for the first nine months only. The amount transported on the Uruguay river during the last three months of 1926 is not known.

1927

Station	Transportation	Province or Territory	Amount in Kg.
Mosmota	Pacific Railway	San Luis	1,224,400
Rio Negro (City of San Antonio Oeste)	Southern Railway	Rio Negro	14,887,000
Hernandarias	River boat	Entre Rios	36,000,000
			52,111,400

Two firms have made large installations of machinery in the quarries near the station Rio Negro at San Antonia Oeste in the territory of Rio Negro, and have now been operating on a large scale for some time past.

Three private individuals are working the mines in Hernandarias, province of Entre Rios, on their own account. In Puerto Brugo, 45 miles from Parana, the capital of the province of Entre Rios, three private companies are operating mines. In San Antonia, on the Central Cordoba Railway, province of Catamarca, a private individual is operating a mine.

There are four qualities of gypsum manufactured in the Argentine Republic. These in order of quality and fineness are Black, White, Special, and Extra (slow drying). The price of these per 1,000 kg. f.o.b. cars Buenos Aires, as taken from *El Constructor* of April 8, 1929, a local builders' periodical, is 40 pesos for Black, 50 pesos for White, 65 pesos for Special, and 90 pesos for Extra (slow drying). These prices are given in paper pesos (one Argentine paper peso equals 42 cents Canadian).

Black and White are employed in the first and second coats of ceilings, while Special is used for ornamental and moulding purposes in the building trade. Extra quality (slow drying) is used for statues and dental purposes.

The qualities imported are usually superior to the local article and are used for sculptural work, for dental purposes, and for the finishing coats of walls and ceilings. One party in the trade states that local gypsum has been used in sculptural work mixed with the imported article.

The imports of gypsum in 1926 were 1,412,688 kg., with countries of origin as follows: France, 831,175 kg.; Germany, 241,484; United States, 211,702; United Kingdom, 48,750; Italy, 43,044; Belgium, 21,600; Spain, 9,590; and Uruguay, 5,343 kg.

Gypsum in powder form entering Argentina is dutiable at $0·00891 (Canadian currency) per kilogram. Incidental to this are charges for stamps, crane service, cartage, and brokers' commission.

Exports in 1926 were 1,012,728 kg., principally to Uruguay (976,383 kg.) and Paraguay (36,088).

According to *El Constructor*, issue above noted, the prices of foreign brands in the market were as follows:—

	Per 100 Kg.
"Diamond," United States, in cases of 115 kg.	18.50 paper pesos
"Cisne," Paris, in cases of 120/140 kg.	25 00
"Espada," Belgian, in cases of 130 kg.	12 00

A German brand c.i.f. Buenos Aires is quoted as follows:—

	Sterling
Gypsum, fine quality, in bags of 50 kg., per 10,000 kg. gross weight	£37
Gypsum, ordinary quality, in bags of 50 kg., per 10,000 kg. gross weight	34

Very large quantities of locally made raw gypsum are used as a mix with cement in order to effect slow setting. Three per cent is the percentage usually employed. Imports of cement were 343,366 metric tons in 1926 and 415,884 metric tons in 1927. The local production of cement amounts to 350,000 metric tons annually. Imported cement is of course not treated with gypsum. There are little or no exports of cement from Argentina.

Crude Gypsum.—There are no imports of crude gypsum into Argentina.

Plaster of Paris.—No facilities exist for the making of plaster of Paris; plenty of lime, however, is found in the country. The best is probably Cordoba lime, a quick-setting hydraulic lime. It is mined in large quantities in the Cordoba hills. Practically all the lime for outside plastering or building purposes is Cordoba lime. It is of very high quality and would pass any high test for this class of material.

Land Plaster.—There is no market for land plaster as a fertilizer.

Hardwall Plasters.—Hardwall plasters in Argentina are made of slaked lime from Cordoba and Azul; gypsum, of course, is required in the making of these.

Gypsum Wallboard.—This product is not known here and would have to be introduced. A possible use might be found in the camp for lining wooden huts or corrugated iron buildings. Expanded metal, however, is in such wide use that gypsum wallboard would be introduced with difficulty.

Gypsum Blocks and Tiles.—These would be subject to rough handling and many breakages would probably result, perhaps up to 25 per cent. Another objection is that they deteriorate rapidly if they get wet. Due to loss in handling, these are not made in the country. It is also reported that they do not join up well.

Insulating Plaster.—According to the trade, this would have no sale for insulating walls. If, on the other hand, it could be used for insulating pipes, it might have a very ready sale.

Acoustic Plaster.—This is not known here and would have to be introduced. Up to the present fibreboard has had a large sale, principally for the reason that it is easily and readily applied. It is quite possible, however, that in many of these cases its demand was created by its sound-absorbing qualities.

Stucco.—There is a great deal of stucco work done here, but the materials used are all mined and made locally. In order to decide whether or not import could be made, the fullest information would have to be supplied as regards

c.i.f. prices, weights, and mode of application. Shipments, if any, should be effected in bags of 50-kg. each. Stucco outside plastering is made of one part of cement to one to three parts of sand, according to requirements. Local industry supplies about 25 per cent of the trade.

One Argentine importer interviewed expressed an interest in receiving quotations on first-quality Canadian gypsum in powder form. Samples and best prices c.i.f. Buenos Aires should be furnished, together with particulars regarding method of packing, to the Canadian Trade Commissioner at Buenos Aires.

QUARTERLY REVIEW OF FOREIGN TRADE OF JAPAN

H. Sawa, Office of the Canadian Trade Commissioner

Kobe, June 29, 1929.—The foreign trade of Japan for the first quarter of this year showed an improvement both in exports and imports as compared with the same period of last year, although the trade balance was markedly unfavourable as compared with the corresponding period of last year.

Exports were valued at 496,505,717 yen as compared with 474,455,235 yen in 1928 and 430,276,286 yen in 1927. Imports were valued at 689,411,594 yen as compared with 616,606,388 yen in 1928 and 610,292,473 yen in 1927. The excess of imports in 1929 was 192,905,877 yen as compared with 142,151,151 yen in 1928 and 180,016,187 yen in 1927.

EXPORTS AND IMPORTS BY COMMODITIES

In exports of food and drink there was a decrease of about 5,500,000 yen, and in grains and flour an increase of 9,000,000, the total value exported being more than twice the value of that for the same period in 1928. There was also a slight increase of 500,000 yen in skins, hides, leather and leather manufactures, and a decline of 4,500,000 yen in chemicals and dyes, in which a decrease of 1,750,000 was in insectifuges and about 1,500,000 in matches. Cottons, silks, yarns and knitted goods were better by 20,500,000 yen, but the most noticeable feature of this was the remarkable increase of 13,750,000 in raw silk. Paper and manufactures thereof were better by about 500,000 yen, machinery by 2,750,000, but there was a decline of more than 750,000 in minerals and manufactures, 250,000 in pottery and glass, and also the same amount in metals and metal manufactures. Exports of other miscellaneous goods increased by 1,750,000 yen.

The total increase in imports was more than 72,750,000 yen over the same period in 1928, and more than 79,000,000 yen over the corresponding period in 1927. There was an increase of about 3,000,000 yen under the imports of grains, food and drink, while wheat showed a heavy increase of 8,500,000. Tobacco was up by 1,000,000 yen, but sugar decreased remarkably by 11,750,000 yen. Skins, hides, leathers and manufactures thereof were better by under 500,000 yen; oils, fats, wax and manufactures thereof, by 2,500,000; chemicals and dyes, by more than 9,000,000 (nitrate of soda, 3,250,000; sulphate of potash, 1,250,000; sulphate of ammonia, 3,500,000; and crude gum, 1,500,000). In raw materials, wool was up by about 2,000,000 yen and raw cotton by 37,250,000; paper and paper manufactures, by 1,000,000 (mostly accounted for by the increase in pulp); minerals and mineral products, by 3,750,000, the greatest increase being 1,250,000 in phosphorite and 2,000,000 in coal; glass and glass manufactures were up by 250,000; metals and metal manufactures, by 7,500,000 (4,000,000 in iron, 2,000,000 in copper, and 1,250,000 in other ores), but zinc showed a decrease of 1,250,000; machinery was better by about 7,250,000 (automobile accessories accounted for about 1,500,000 of the increase; engines for 1,250,000 and spinning machines for 750,000). With an increase of more than 1,250,000 yen in lumber and about 1,500,000 in manure, the total increase of other miscellaneous goods, including dutiable articles, amounted to more than 2,500,000.

The value of the principal articles of exports and imports from January to March, 1929, 1928, and 1927, are as follows:—

Exports

	1929 Yen	1928 Yen	1927 Yen
Grain, flour	16,485,881	7,412,389	3,807,088
Food, drink	22,695,870	28,008,816	20,359,498
Skin, hides, oil	8,738,502	8,229,887	8,192,360
Chemicals, dyes	9,922,331	14,372,165	10,245,340
Cotton, silk, yarn manufactures thereof, knitted goods	354,774,905	332,323,748	311,580,650
Paper and manufactures thereof	7,929,496	7,460,538	6,934,570
Minerals and manufactures thereof	7,812,305	8,698,974	7,571,675
Pottery, glass	11,401,214	11,735,388	9,690,305
Metals and manufactures thereof	8,312,702	8,643,705	7,053,256
Machinery	7,856,992	5,117,183	5,001,108
Miscellaneous	18,338,544	16,620,453	16,361,589

Imports

Grain, food, drink	100,210,192	97,248,569	99,851,235
Leather, hides, skins and manufactures thereof	8,018,285	7,562,590	8,448,047
Oil, wax, fat	28,390,742	25,899,915	21,377,512
Chemicals, dyes	49,189,420	40,131,274	39,043,039
Paper and manufactures thereof	8,713,167	7,548,473	9,057,306
Minerals and manufactures thereof	16,245,851	12,536,616	11,932,232
Glass and manufactures thereof	2,674,865	2,467,279	2,275,070
Metals and manufactures thereof	69,735,581	62,263,415	57,714,587
Machinery	43,728,667	36,508,575	34,597,258
Miscellaneous	74,208,291	71,591,879	67,183,195

EXPORTS BY COUNTRIES

Exports from Japan were almost entirely for the two Continents—Asia and North America. Exports from January to March for the Asiatic Continent were valued at over 215,000,000 yen, or 43 per cent of the total exports, while 217,000,000, about 44 per cent, are credited to the North American Continent.

Of the exports for the Asiatic Continent, 75,000,000 yen are credited to China. Although this amount is equal to 1927, it shows a decrease of 24,000,000 when compared with the corresponding period of last year. This remarkable decrease was due to the unfavourable exchange market and to the influence of the anti-Japanese movement. For Kwantung Province, which is also in China, exports were valued at 36,000,000 yen—an increase of 16,000,000. In the markets of Hongkong, the Straits Settlements and French Indo-China also, which are controlled by Chinese merchants, exports showed a decrease caused by the effect of the anti-Japanese movement.

Exports for the European Continent were down by 33,000,000 yen—a decline of more than 2,500,000 yen. Exports to Great Britain were valued at 14,000,000 yen—a decrease of 4,000,000, caused chiefly by the decline in exports of canned and bottled goods and silk textiles. Exports to France, Germany, Belgium, Italy, Holland, and Sweden, however, showed slight increases.

In the North American Continent, exports for the United States were valued at 209,000,000 yen—an increase of 22,000,000 yen. This was caused chiefly by the advance in raw silk. Canada imported to the value of about 7,000,000 yen —less than that for the same period in 1928—and there was also a decrease in exports to Mexico and Cuba.

Exports to the African Continent were valued at 15,000,000 yen—an increase of 4,000,000. This was accounted for by the purchase of two countries —Egypt and East Africa. There were slight increases in exports to Australia and New Zealand, but to Hawaii there was a decline.

IMPORTS BY COUNTRIES

Imports from the Asiatic countries were valued at 243,000,000 yen, or 35 per cent of the total imports, and that from the North American at 236,000,000 yen, or 14 per cent; and 114,000,000 from the European Continent, or 16½ per cent of the total.

Imports from China were valued at 53,000,000 yen—a decrease of 19,000,000 as compared with the corresponding period in 1928, but from Kwantung Province there was an increase of 12,000,000 yen. British India, the Philippine Islands, and Siam showed advances and Hongkong, the Dutch East Indies, and French Indo-China declines.

Imports from the European Continent showed an increase of 14,000,000 yen, fully represented by the increase from Germany. In spite of the prosperous trade between Great Britain and Japan, imports from Great Britain decreased to 40,000,000 yen—a decline of 3,000,000—and she was headed by Germany. Showing only slight decreases, the imports from France were about 7,000,000, while those from Belgium were 4,500,000. Other European countries such as Italy, Switzerland, and Holland showed slight increases.

There was the large increase of 62,000,000 yen in imports from the North American Continent, of which 55,000,000 came from the United States and 7,000,000 from Canada. This rapid increase was due to the increase in the imports of raw cotton. Imports of raw cotton for the previous year were exceptionally small, and therefore this year's import has given the impression of being exceptionally large.

Although the value of imports from the South American Continent was small, being only about 6,500,000 yen, it is really twice that for the same period of last year.

On account of the increase in raw cotton from Egypt, imports from the African Continent were up by 3,000,000 yen.

An increase of 8,000,000 yen from Australia was not due entirely to the import of wool, but also to that of wheat, which showed a remarkable advance.

In conclusion, the foreign trade for the first quarter, in both exports and imports, was fairly active except in China and in those countries where on account of the anti-Japanese movement the Chinese merchants have control of the markets. It was also fairly good in exports to North America and India and more prosperous in Africa. In imports, the successful re-entry of Germany into this market, the decrease in the imports from Great Britain, and the remarkable increases from the United States, Canada, Egypt, Australia, and Chile, from whence the great supplies of raw material for the Japanese industries come, were the most noteworthy features.

TRADE BETWEEN CANADA AND JAPAN

Exports to Canada from Japan for the first quarter of 1928 were valued at 6,977,316 yen as compared with 7,304,581 yen in 1928 and 6,011,864 in 1927, and the total value of imports was 26,700,286 yen as compared with 19,253,307 yen in 1928 and 15,023,157 yen in 1927. Exports decreased by more than 250,000 yen as compared with the same period in 1928, but showed an increase of about 1,000,000 over 1927.

The chief cause of the decline in exports was due to the falling off of more than 1,000,000 yen in silk tissues, but there was an increase of about 750,000 yen in raw silk, and a slight advance in beans and peas, rice and paddy, tea, buttons, potteries, and toys.

Imports into Japan from Canada for the first quarter amounted to the highest value if compared with the figures for the same period for the past six years, with the exception of 1926, when they reached upwards of 28,000,000 yen. Wheat increased by over 7,000,000 yen and lead by over 750,000, but pulp and zinc were each down by 250,000 and lumber by 1,000,000 yen.

The principal articles in exports and imports for the first quarter in 1929, 1928, and 1927 are as follow:—

Exports to Canada from Japan

	1929 Yen	1928 Yen	1927 Yen
Rice and paddy	175,797	178,820	111,818
Beans and peas	150,013	35,560	97,504
Tea	92,632	47,442	74,494
Raw silk	1,220,476	497,533	428,565
Silk tissues	3,301,339	4,437,065	3,671,203
Buttons	66,665	60,286	105,022
Pottery	341,302	244,954	266,091
Toys	86,482	71,537	52,335

Imports into Japan from Canada

Wheat	16,489,304	9,366,539	7,334,044
Pulp	1,395,044	1,701,760	1,333,288
Lead	2,495,044	1,642,192	2,157,770
Zinc	481,422	820,775	488,427
Automobiles and parts	156,159	240,305	238,427
Lumber	2,081,686	3,060,787	1,726,504

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING AUGUST 12

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 12, 1929. Those for the week ending August 5, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending August 5, 1929	Week ending August 12, 1929
Austria	Schilling	.1407	$ .1415	$ .1422
Belgium	Belga	.1390	.1393	.1400
Bulgaria	Lev	.1930	.0072	.0072
Czechoslovakia	Krone	.....	.0297	.0298
Denmark	Krone	.2680	.2669	.2681
Finland	Markka	.0252	.0252	.0253
France	Franc	.0392	.0392	.0393
Germany	Reichsmark	.2382	.2388	.2397
Britain	Pound	4.8666	4.8637	4.8823
Greece	Drachma	.0130	.0129	.0130
Holland	Guilder (Florin)	.4020	.4015	.4033
Hungary	Pengo	.1749	.1753	.1762
Italy	Lira	.0526	.0524	.0526
Jugo-Slavia	Dinar	.1930	.0176	.0177
Norway	Krone	.2680	.2670	.2682
Portugal	Escudo	1.0805	.0450	.0453
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1467	.1480
Sweden	Krona	.2680	.2686	.2697
Switzerland	Franc	.1930	.1928	.1936
United States	Dollar	1.0000	1.0023	1.0071
Argentine Rep.	Peso (Paper)	.4244	.4211	.4226
Brazil	Milreis	.5462	.1188	.1194
Chile	Peso	.1217	.1214	.1220
Colombia	Peso	.9733	.9696	.9741
Mexico	Peso	.4985	.4857	.4880
Peru	Libra	4.8666	4.0087	4.0275
Venezuela	Bolivar	.1930	.1939	.1943
Uruguay	Peso	1.0342	.9946	.9968
Cuba	Peso	1.0000	.9996	1.0000
Batavia, Java	Guilder	.4020	.4008	.4060
China	Tael	.....	.5624	.5820
India	Rupee	.3650	.3621	.3625
Japan	Yen	.4985	.4697	.4701
Siam	Baht (Tical)	.4424	.4522	.4493
Singapore, Str. Settlements	$	.5678	.5624	.5650
Jamaica	Pound	4.8666	4.8638	4.8649
Barbados	$	1.0000	$1.00\frac{3}{4}$—$1.01\frac{3}{4}$	$1.00\frac{3}{4}$—$1.01\frac{7}{8}$
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	$1.00\frac{5}{8}$—$1.01\frac{7}{8}$	$1.00\frac{5}{8}$—1.02
Martinique	Franc	.0392	.0392	.0393
Guadeloupe	Franc	.0392	.0392	.0393

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa." or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

711. Fish.—A firm in Caracas, Venezuela, are desirous of representing Canadian exporters of pink and chum salmon, and of mackerels and pilchards.

Miscellaneous

712. Skins and Hides.—A firm in Marseilles would like to represent Canadian exporters of raw skins and hides. Quotations and samples c.i.f. French ports.

713. Electric Fans.—An Argentine manufacturers' representative solicits c.i.f. prices and catalogues covering a line of electric fans. Supply full details to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

714. Mechanical Rubber Goods.—A Birmingham firm are desirous of securing an agency for mechanical rubber goods, exclusive of black tape, hood cloths, and black and grey matting.

715. Minerals and Ores.—A firm of buyers in Hamburg, Germany, wish to enter into business relations with Canadian exporters of minerals and ores, especially lead ores, zinc ores, copper ores.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Cherbourg and Southampton.—Empress of Scotland, Aug. 20 and September 10; Montroyal, Aug. 27 and Sept. 17; Empress of Australia, Sept. 3; Empress of Canada, Sept. 6—all Canadian Pacific.

From Montreal

To Avonmouth.—Nubian, Aug. 28; Nessian, Sept. 7—both White Star Line; Kastalia, Anchor Donaldson, Sept. 18.

To Belfast.—Melmore Head, Head Line, Aug. 30; Minnedosa, Aug. 31; Melita, Sept. 14; Duchess of Richmond, Sept. 21—all Canadian Pacific.

To Cardiff and Swansea.—Nubian, Aug. 28; Nessian, Sept. 7—both White Star Line.

To Dublin.—Melmore Head, Head Line, Aug. 30.

To Glasgow.—Minnedosa, Aug. 31; Metagama, Sept. 13—both Canadian Pacific; Athenia, Aug. 23; Carmia, Aug. 30; Letitia, Sept. 6; Corinaldo, Sept. 13—all Anchor-Donaldson.

To Dundee.—Cairnesk, Thomson Line, Aug. 23.

To Hull.—Incemore, Furness Line, Aug. 27.

To Liverpool.—Duchess of Athol, Aug. 21; Duchess of Bedford, Aug. 28; Duchess of York, Sept. 4—all Canadian Pacific; Regina, Aug. 24; Laurentic, Augt. 31; Doric, Sept. 7—all White Star Line; Andania, Aug. 30; Antonia, Sept. 13—both Cunard Line.

To London.—Beaverdale, Aug. 23; Beaverford, Aug. 30; Beaverhill, Sept. 6—all Canadian Pacific; Canadian Spinner, Aug. 23; Canadian Rancher, Sept. 3; Canadian Planter, Sept. 13—all Canadian National; Ausonia, Aug. 23; Ascania, Aug. 30; Alaunia, Sept. 6; Aurania, Sept. 13—all Cunard Line; Incemore, Furness Line, Aug. 27; Calgaric, Aug. 22; Megantic, Sept. 5—both White Star Line.

To Manchester.—Manchester Brigade, Aug. 22; Manchester Producer, Aug. 29; Manchester Regiment, Sept. 5; Manchester Commerce, Sept. 12—all Manchester Line.

To Newcastle and Leith.—Cairnesk, Aug. 23; Cairnvalona, Aug. 30; a steamer, Sept. 6—all Thomson Line.

To Southampton.—Montcalm, Aug. 21 and Sept. 18; Montclare, Aug. 29; Duchess of Richmond, Aug. 31; Metagama, Sept. 12—all Canadian Pacific; Calgaric, Aug. 22; Megantic, Sept. 5—both White Star Line.

To Antwerp.—Canadian Spinner, Aug. 23; Canadian Rancher, Sept. 3; Canadian Planter, Sept. 13—all Canadian National; Beaverbrae, Aug. 16; Montclare, Aug. 29; Beaverford, Aug. 30; Montrose, Sept. 13—all Canadian Pacific.

To Bordeaux and Havre.—Hada County, County Line, Sept. 5.

To Bremen.—Koeln, Aug. 24; Crefeld, Sept. 14—both North German Lloyd.

To Copenhagen and Baltic Ports.—Copenhagen, Aug. 18; Frode, Sept. 15—both Scandinavian-America Line.

To Hamburg.—Montcalm, Aug. 21 and Sept. 18; Beaverdale, Aug. 23; Beaverhill, Sept. 6—all Canadian Pacific; King's County, Aug. 23; Emden, Aug. 30; Liguria, Sept. 6; Brant County, Sept. 13—all County Line; Koeln, Aug. 24; Crefeld, Sept. 14—both North German Lloyd.

To Norwegian Ports.—Topdalsfjord, Norwegian-American Line, late August.

To Rotterdam.—York County, Aug. 21; Grey County, Sept. 7—both County Line.

To South France and Italian Ports.—Valfiorita, Aug. 20; Valreale, Aug. 31—both Lloyd Mediterraneo Italian Service.

To South African Ports.—Calgary (also calls at Sierra Leone), Elder Dempster Line, Aug. 21.

To South American Ports.—Canadian Pathfinder, Canadian National, Aug. 20.

To Australian Ports.—Misty Law, New Zealand Shipping Co., Aug. 31.

To New Zealand Ports.—Canadian Explorer, Canadian National, Aug. 24.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Champlain, Aug. 24; Chomedy, Sept. 7—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras—Cavelier, Aug. 24; Lady Somers, Aug. 31; Cathcart, Sept. 7—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Peter Maersk, Ocean Dominion Line, Aug. 30.

To St. John's, Nfld.—Rosalind, Furness-Red Cross Line, Aug. 23 and Sept. 6.

To Cornerbrook.—New Northland, Aug. 21 and Sept. 4; North Voyageur, Aug. 26 and Sept. 9—both Clarke SS.

To Victor'a and Vancouver.—Canadian Importer, Aug. 20; Canadian Seigneur, Sept. 15—both Canadian National.

From Charlottetown

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada SS., Aug. 22.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Canadian National, Aug. 29.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday, and Saturday.

From Halifax

To Bourdeaux.—Roussillon, Aug. 31; La Bourdonnais, Sept. 21—both Furness, Withy.

To Liverpool.—Newfoundland, Aug. 20; Nova Scotia, Sept. 7—both Furness, Withy.

To London.—Nortonian, Aug. 21; Missouri, Sept. 4—both Leyland Line.

To Londonderry and Glasgow.—Transylvania, Aug. 19; Caledonia, Aug. 26; California, Sept. 2—all Cunard Line.

To St. John's, Nfld.—Newfoundland, Aug. 20; Nerissa, Aug. 20 and Sept. 3; Fort St. George, Aug. 27; Nova Scotia, Sept. 7—all Furness, Withy; Farnorth, Farquhar SS., Aug. 24 and 30, Sept. 7.

To St. Pierre-Miquelon.—Farnorth, Aug. 24, 30, and Sept. 7; Sambro, Aug. 24, Fernfield, Aug. 31—all Farquhar SS.

To St. Pierre-Miquelon, St. John's, Carbonear and Port Union.—Sollund, Newfoundland-Canada SS., Aug. 20.

To Kingston (Jamaica).—Cavelier, Aug. 27; Cathcart, Sept. 10—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Champlain, Aug. 29; Chomedy, Sept. 12—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Aug. 23; Lady Hawkins, Sept. 6—both Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar, Aug. 21; Caledonia, Sept. 4—both Pickford & Black.

To Havana.—Yorck, Furness, Withy, Aug. 30.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of France (does not call at Nagasaki), Aug. 29; Empress of Russia, Sept. 12—both Canadian Pacific.

To Yokohama, Koobe, Miike and Hong Kong.—Talthybius, Aug. 27; Ixion, Sept. 17—both Blue Funnel.

To Yokohama, Osaka, Dairen and Sanghai.—Paris Maru, Osaka Shosen Kaisha, Sept. 6.

To Auckland, Wellington and Lyttelton.—Golden West, Oceanic and Oriental Navigation Co., Sept. 11.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Aug. 21; Niagara, Sept. 8—both Canadian-Australasian Line.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Roxen, Transatlantic SS., September.

To Wellington, Melbourne and Sydney.—Waihemo, Canadian-Australasian Line, Sept. 1.

To Napier, Nelson, Lyttelton, Dunedin Bluff and New Plymouth.—Waitemata, Canadian-Australasian Line, Sept. 12.

To Manchester.—Pacific Pioneer, Aug. 24; Pacific President, Sept. 7; Pacific Enterprise, Sept. 21—all Furness Pacific.

To Liverpool, Southampton, London and Rotterdam.—Nictheroy, Aug. 29; Loch Goil, Sept. 12—both North Pacific Coast Line.

To Hamburg, Bremen and Antwerp.—San Francisco, Hamburg-American Line, Aug. 31.

To Hamburg, Bremen, Rotterdam and Antwerp.—Noorderdyk, Sept. 11; Moerdyk, Sept. 17—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—Alaska, French Line, Sept. 14.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Fella, Aug. 19; Cellina, Sept. 14—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Villanger, Westfal-Larsen Line, Sept. 5.

To Capetown, East London, Durban and Lourenco Marques.—West Cusseta, B.C. Shipping Agencies, Aug. 20.

To Quebec and Montreal.—Canadian Prospector, Aug. 31; Canadian Ranger, Sept. 15—both Canadian National.

To Port of Spain, St. George, Grenada, Bridgetown, Barbados, Fort de France and Martinique.—Lycia, Canadian Transport Co., Aug. 20.

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LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription. In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

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Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

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British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, care of British Legation, Athens. (Territory includes Turkey.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

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Irish Free State

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Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

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Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong. P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.)

South Africa

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United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner. Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

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New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each): $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, August 24, 1929 No. 1334

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TRADE COMMISSIONERS ON TOUR

Mr Muddiman

Mr. A. B. Muddiman, Canadian Trade Commissioner in Italy, has reached Ottawa, and is about to go out on tour. His territory includes Spain and Portugal, Gibraltar, the Canary Islands, Malta, the Italian Colony in Africa, Albania, Jugoslavia, and Cyprus. The first part of his itinerary is as follows:—

Toronto..Aug. 21 to 29	Halifax..Sept. 27, 28
Vancouver..Sept. 3 to 15	St. John..Sept. 30 to Oct. 1
Winnipeg..Sept. 21	

Mr. Young

Mr. R. T. Young, Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit the undermentioned towns and cities as follows:—

Toronto..Aug. 26 to 31	Brantford and Paris..Sept. 17
Windsor; Walkerville..Sept. 3 and 4	Bridgeburg..Sept. 18
Sarnia..Sept. 5	Welland..Sept. 19
London; St. Mary's..Sept. 6-9	Niagara Falls..Sept. 20
Stratford..Sept. 10	St. Catharines..Sept. 21
Goderich; Kincardine..Sept. 11	Hamilton..Sept. 23 to 25
Owen Sound..Sept. 12	Toronto..Sept. 26-Oct. 12
Guelph..Sept. 13	Oshawa..Oct. 14
Kitchener and Galt..Sept. 14 to 16	

Mr. Wilgress

Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, will complete his tour by visiting Toronto Exhibition from August 24 to 27 and Huntsville August 29.

Mr. McColl

Mr. E. L. McColl, Trade Commissioner in Argentina, will be visiting the undermentioned towns and cities as follows:—

Edmonton	August 25 to 26	Fort William	August 30
Winnipeg	August 29	Sudbury	September 3
Port Arthur	August 30		

Mr. Poussette

Mr. H. R. Poussette is a making a tour in the interests of trade with India and Ceylon. The following is his itinerary until September 9:—

Victoria ..Aug. 26-28	Winnipeg ..Sept. 6, 7, and 9
Edmonton. ..Sept. 3	

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association; in that of Toronto with Mr. Alex. Marshall, Canadian Manufacturers' Association; and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

TRADE OF SOUTH AFRICA IN 1928

C. S. Bissett, Canadian Trade Commissioner

II

Imports

The total value of merchandise imported into the Union from overseas in 1928 was £72,218,778, as compared with £67,482,715 in 1927. These figures exclude goods in transit from overseas, Government stores, and specie.

In practically every import class there was an increase, the total amounting to £4,736,063, distributed as follows: Animals, agricultural and pastoral products, £58,600; foodstuffs, £826,945; ales, spirits, wines and beverages, £23,200; textiles, apparel, yarns and fibres, £2,047,916; metals, metal manufactures, machinery and vehicles, £723,451; minerals, earthenware, glassware and cements, £4,118; oils, waxes, resins, paints and varnishes, £294,957; drugs, chemicals and fertilizers, £292,585; leather and rubber and manufactures thereof, £262,515; books, paper and stationery, £102,998; jewellery, timepieces, fancy goods and musical instruments, £38,818; miscellaneous, £81,374. Decreases appear in tobacco (£6,222) and wood, cane, wicker and manufactures thereof (£15,207).

The following table shows the value of merchandise imported from overseas according to main groups, distinguishing imports from the United Kingdom, British Possessions and Dominions, and Foreign Countries; the percentage share of each in each group, and the percentage of the total trade accounted for by each group for the years 1928 and 1927:—

Import Trade of South Africa, 1928 and 1927

	United Kingdom	British Possessions	Foreign Countries	Total	Class per Cent of Total Trade
Animals, agricultural and pastoral products (not foodstuffs)—					
1928 ..£	144,527	60,952	123,657	329,136	0.46
	43.9%	18.5%	37.6%	100%	
1927 ..£	127,395	53,088	90,053	270,536	0.40
	47.1%	19.6%	33.3%	100%	
Foodstuffs—					
1928 ..£	1,050,808	3,923,739	3,048,281	8,022,828	11.11
	13.1%	48.9%	38.0%	100%	
1927 ..£	1,019,952	3,547,850	2,628,081	7,195,883	10.70
	14.2%	49.3%	36.5%	100%	

	United Kingdom	British Possessions	Foreign Countries	Total	Class per Cent of Total Trade
Ales, spirits, wines and beverages—					
1928 ..£	479,776	13,063	148,947	641,786	0.90
	74.8%	2.0%	23.2%	100%	
1927 ..£	464,954	9,288	144,324	18,566	0.90
	75.2%	1.5%	23.3%	100%	
Tobacco and manufactures thereof—					
1928 ..£	41,602	726	50,913	93,241	0.13
	44.6%	0.8%	54.6%	100%	
1927 ..£	46,188	554	52,721	99,463	0.14
	46.4%	0.6%	53.0%	100%	
Fibres, yarns, textiles and apparel—					
1928 ..£	12,434,755	1,568,307	6,268,656	20,271,718	28.07
	61.3%	7.8%	30.9%	100%	
1927 ..£	11,747,154	1,393,159	5,083,489	18,223,802	27.00
	64.5%	7.6%	27.9%	100%	
Metals, metal manufactures, machinery and vehicles—					
1928 ..£	10,780,482	728,762	11,236,778	22,746,022	31.66
	47.4%	3.2%	49.4%	100%	
1927 ..£	10,915,956	577,142	10,529,473	22,022,571	32.60
	49.6%	2.6%	47.8%	100%	
Minerals, earthenware and glassware—					
1928 ..£	484,948	83,272	744,979	1,313,199	1.82
	36.9%	6.4%	56.7%	100%	
1927 ..£	521,344	110,384	677,353	1,309,081	1.91
	39.8%	8.4%	51.8%	100%	
Oils, waxes, resins, paints and varnish—					
1928 ..£	812,750	375,599	3,085,997	4,272,346	5.91
	19.0%	8.8%	72.2%	100%	
1927 ..£	761,128	423,464	2,792,797	3,977,389	5.90
	19.1%	10.7%	70.2%	100%	
Drugs, chemicals and fertilizers—					
1928 ..£	1,241,299	101,646	1,528,030	2,870,975	4.00
	43.3%	3.5%	53.2%	100%	
1927 ..£	1,088,006	100,509	1,389,875	2,578,390	3.82
	42.2%	3.9%	53.9%	100%	
Leather, rubber and manufactures thereof—					
1928 ..£	1,628,589	424,072	933,557	2,986,218	4.14
	54.5%	14.2%	31.3%	100%	
1927 ..£	1,550,317	413,343	760,043	2,723,703	4.03
	56.9%	15.2%	27.9%	100%	
Wood, cane, wicker and manufactures thereof—					
1928 ..£	194,703	325,438	2,302,981	2,823,127	4.00
	6.9%	11.5%	81.6%	100%	
1927 ..£	195,281	370,520	2,272,553	2,838,334	4.20
	6.9%	13.0%	80.1%	100%	
Books, paper and stationery—					
1928 ..£	1,387,302	281,358	766,400	2,435,060	3.37
	57.0%	11.5%	31.5%	100%	
1927 ..£	1,304,867	209,218	817,977	2,332,062	3.40
	56.0%	8.9%	35.1%	100%	
Jewellery, timepieces and fancy goods—					
1928 ..£	1,038,811	18,185	726,467	1,783,463	2.47
	58.3%	1.0%	40.7%	100%	
1927 ..£	1,031,024	12,970	700,656	1,744,650	2.60
	59.1%	0.8%	40.1%	100%	
Miscellaneous—					
1928 ..£	940,462	36,407	652,790	1,629,659	2.26
	57.7%	2.2%	40.1%	100%	
1927 ..£	893,416	59,141	615,728	1,548,265	2.40
	57.7%	2.5%	39.8%	100%	
Grand total—					
1928 ..£	32,660,819	7,939,526	31,618,433	72,218,778	100
	45.2%	11.0%	43.8%	100%	
1927 ..£	31,666,982	7,260,630	28,555,103	67,482,715	100
	46.9%	10.8%	42.3%	100%	

The above table gives a general idea of the origin of imports, which will be treated more fully later, but particularly an excellent indication of the importance of each of the main commodity groups and a comparison with the previous year. The trade trend is quite apparent from the above figures.

ANIMALS, AGRICULTURAL AND PASTORAL PRODUCTS

The increase in this sub-class amounted to £58,600 (21·6 per cent), and the principal items affected, with their respective increases, are: bristles, prepared and unprepared, £4,500; ox and cow hides, £11,400; goat and sheep skins, £2,200; and sheep's wool, £29,000. All of these increases are in items which constitute raw materials for comparatively new Union industries and testify to the progress made in the broom and brush, the leather and footwear, and the textile trades. The latter is particularly interesting to Canada. Two knitting factories are at present operating in the Union, officered mainly by Canadians, and are producing principally knitted outer wear and bathing suits. It is rumoured that the manufacture of silk hosiery is to commence shortly, and if the quality of the hose manufactured is equal to the bathing suits, rapid inroads will be made into the share of the hosiery trade now almost entirely enjoyed by overseas countries.

Imports under this sub-group from other parts of the British Empire and the principal foreign countries were: Portuguese East Africa, £27,366, mainly hides and a little oilcake; United States, £25,028, mainly sausage casings; New Zealand, £20,437, mainly wool; Belgian Congo, £18,530, hides; and Australia, £17,838, principally, rams, ewes and lambs.

FOODSTUFFS

The increase in the import of foodstuffs—£826,945 (11·5 per cent)—over the previous year's imports was almost double the normal advance expected, considering the total excess of imports in 1928, which was about 7 per cent greater than in 1927. Wheat and sugar are mainly responsible for the rise, having increased by £759,050 and £163,748 respectively. Canada, however, did not share to any appreciable extent in the larger wheat trade, the bulk of it going to Australia, Argentina, and Kenya. Canada's trade in wheat is not greatly affected from year to year as South African flours are blends of hard and soft wheat in proportions which remain fairly constant. The bulk of the hard wheat must be obtained from Canada, the soft wheats being obtained from Australia and Argentina, besides a small local production. However, when the local crop falls off the deficit must be made good by imports. This explains the large increase in wheat, the total imports in 1928 being 439,632,473 pounds valued at £2,134,270, compared with 275,320,820 pounds valued at £1,375,220 in 1927. The imports of flour also increased by £34,543 in sympathy, of which Canada is credited with £7,385 and Australia £30,693, while the United States lost £3,142. The total imports were valued at £394,690 and £360,147 respectively.

Other increases of a minor nature occurred in malt, fresh fruit, preserved meats, peanuts, butter substitutes, and pulse. Condensed milk rose in quantity but dropped in value. Decreases were registered in butter, rice, raw coffee, preserved fish, tea, yeast, and dripping. Under this class the shares of the British Dominions and the principal foreign suppliers were: Australia, £1,809,122, principally soft wheat; Brazil, £829,021, almost entirely coffee; India, £678,596, principally rice and tea; Ceylon, £654,039, almost wholly tea; Canada, £543,556, of which wheat accounted for 51 per cent, flour 21, preserved fish 10, chocolates and fresh apples each 3½, and full cream cheese 2 per cent; Argentina, £481,040, wheat, tinned meats, dripping and fats; United States, £432,424, made up of a diversity of foodstuffs, mainly sugar £79,959 and baking powder £62,450; Holland, £279,830 (condensed milk, 50 per cent); Portuguese East Africa, £237,770, of which 50 per cent is cane sugar; and Norway, £181,667, accounted for by canned fish (£130,398) and condensed milk (£48,884).

BEVERAGES AND SPIRITS

The increase in this class was proportionate to the total import increase, with little change in the various items of which it is constituted. Beverages are not an important trade, due to relatively high costs of freight and the high customs duties imposed upon them. Duty on proof spirits is £2 10s. per gallon, which is one of the highest, if not the highest, prevailing in any part of the world. Such protection is for the benefit of the Cape wine and brandy industry and—apart from Scotch whisky—the imports are luxury products mainly, such as French and German wines. Of the total increase of £23,220, the United Kingdom accounts for £14,822, mainly Scotch whisky, which item alone constitutes over 58 per cent of the total figures for this class. Of the British Dominions and foreign countries the main suppliers were France, with a total trade of £79,822, of which over 42 per cent is wines; Germany, £37,848, of which 42 per cent is beer; Irish Free State, £9,230, mainly stout; Holland, £8,963, mainly gin; Portugal, £5,764, mainly port; and United States, £4,860. This class also includes non-potable spirits, in which items the United Kingdom obtained 50 per cent of the trade, followed by Germany and France.

TOBACCO AND MANUFACTURES

This class also forms but a small import, due to heavy duties on imported tobaccos as protection for the domestic industry. The year 1928 showed a decrease of £6,222, caused by local over-production and poor returns from the British market. Furthermore, the price of imported English cigarettes fell, although Dutch cigars increased slightly both in quantity and average price. Cuban cigars also decreased in price with little change in quantity. A notable feature of the trade was the increase of about 33 per cent in the quantity of unmanufactured tobacco, whereas the total value decreased slightly over 1927, illustrating the necessity of cutting prices to hold the trade. The principal suppliers, apart from the United Kingdom, were Cuba (£31,136, almost wholly cigars) and Holland (£12,161, almost wholly cigars).

TEXTILES AND TEXTILE PRODUCTS

A notable increase of £2,047,916 is shown in the import of textiles, apparel, yarns and fibres for the year under review. The principal items affected and their respective increases are: Hosiery, £140,075; bags, £262,318; cotton piece goods, £764,370; haberdashery, £117,142; silk piece goods, £171,068; woollen piece goods, £237,350. The important feature of the trade is that the above commodities are mainly for the use of local industry and particularly emphasize the increased buying power of the rural communities consequent upon the excellent maize crop of 1927-28. The degree of success attending agricultural crops circumscribes the purchases of not only the rural white community but also almost entirely that of the native population. Generally speaking, the native cannot be considered as a buyer of imported goods, and the total white population of about 1,700,000 must therefore be taken as the principal source of the Union's import purchasing power. However, certain import items deal almost wholly with native wants, and cotton piece goods is one of them. To-day the native population is estimated at 6,250,000, and selected import items are affected considerably from year to year by the current financial position of this group. In addition, the native as the chief source of labour makes possible the present state of industry, and consequently indirectly creates a demand for imported goods which could not be supported otherwise.

Practically every item in this class, showing a total trade of at least £100,000, registers an increase for 1928 as compared with 1927. Generally such increases are proportionate to the general rise in imports, but the particular items noted above are outstanding. The only two decreases of note are cotton underclothing and cotton blankets, rugs and kaffir sheets. The first illustrates

the gradual swing to rayon, or artificial silk, which is so apparent in other parts of the world, and the second witnesses the better financial position of the native. Usually the native cannot afford woollen blankets except in prosperous years, but in 1928 this trade increased by about 10 per cent. Domestic production of the cotton variety had also some influence on the decreased imports.

The principal item in this class is cotton piece goods, which accounted for over 21 per cent of the total in 1928. Cheap native prints form an important section of this item. Woollen piece goods—80 per cent of which is supplied by Great Britain—showed a marked increase as well, and is third in order of merit. The clothing trade generally increased considerably, and collectively it is probably more important than cotton piece goods. Women's and men's outer garments are second and fourth in total value in this class: almost 80 per cent is supplied by the United Kingdom. Other noteworthy sections are felt, straw, and other types of hats and caps; cotton, woollen and cotton mixed, woollen, woollen and silk mixed, silk and artificial silk hosiery. The latter section shows the largest increase, followed by cotton. The rise in jute bags for packing maize and wool is consequent upon good crops in 1928, and much the same figures may be anticipated in 1929. India took not only the whole of the increase but a part of the share of the United Kingdom as well.

Silk piece goods is also an important section and is fifth in order of merit. Other increases were haberdashery of all kinds, carpets and rugs, cotton threads, linoleums, canvas piece goods, and a host of other minor items.

In addition to the United Kingdom, whose figures appear in the above table, the principal foreign and Dominion suppliers were: India, £1,472,261, mainly jute and cotton bags; United States, £1,165,765, principally cotton piece goods, hosiery and apparel; Japan, £1,096,529, mainly silk and cotton piece goods and cotton underclothing; France, £860,649, silk, woollen and cotton piece goods, women's clothing; Germany, £848,564, mainly piece goods, wearing apparel and haberdashery and hosiery; Italy, £785,371, principally cotton piece goods, cotton blankets, felt hats; Belgium, £428,081, mainly cotton piece goods, cotton blankets, apparel and haberdashery; Switzerland, £325,439, haberdashery, women's garments and cotton underclothing; and Czechoslovakia, £264,405, principally cotton piece goods, haberdashery and clothing, lace and embroidery.

METALS, METAL PRODUCTS, MACHINERY AND VEHICLES

The total value of the imports in this class during 1928 amounted to £22,746,022, or 31·36 per cent of the total import of merchandise, as compared with £22,022,571, or 32·60 per cent, in 1927. Although its importance has decreased slightly, it still remains the principal section and as well showed the substantial increase of £723,451. The demand can be roughly divided into mining, industrial, building, agricultural, and transport requirements.

The mines of the Witwatersrand constitute probably the largest single buying area in the world of commodities in this class. These mines produce about 50 per cent of the world's gold and their influence upon South Africa's import and export trade is very considerable. It is difficult to state precisely the proportion of the imports in this section which is accounted for by the mines, but competent observers place the minimum around 30 per cent. An examination of the different items in this class, however, discloses that the mines' demand is not responsible for this year's enhanced figures. The principal items of mining equipment rather show a decrease, although the difference in most cases is small. This is due to the marked increase in such items in 1927 as compared to 1926. Larger purchases in that year account for the present drop. On the whole, this trade can be considered normal. The principal items above £200,000 affected are miscellaneous mining equipment; electrical machinery and parts; drill steel; bars, bolts, and rods; wrought iron and steel piping; wire rope and cables.

Conversely, the imports of industrial requirements showed a marked gain. Miscellaneous industrial machinery alone increased by £166,728, although factory plant showed a slight drop. During the past year local industry has progressed and is gradually cutting into the import trade in several directions.

Building activity has also been considerable over the country generally and accounts for a proportion of the increase.

The most outstanding tendency of 1928 is undoubtedly exemplified in the increased purchases of the agricultural community. Augmented purchasing power resultant upon the good crop accounted for large increases in ploughs, harrows and parts, farm tractors, miscellaneous agricultural implements, barbed wire, wire netting, fence posts and standards, and many other items. Generally farming is done in South Africa by hand rather than by machinery, due to the cheapness of native labour, and although implements of this kind are in demand the financial position of the Union farmer is such that only in years of considerable surplus can purchases safely be made. New and improved methods are gradually being introduced, and in time the South African farm will be mechanized to the same extent as farms are elsewhere.

Railway transport requirements fell off considerably in the past year due to heavy purchases of locomotives, principally from Germany, by the administration in 1927. In sympathy, rolling stock and unspecified railway material also decreased. Except locomotives, the imports are in advance of those for 1926 and abundantly ahead of those for 1925. The railways are at present undergoing extensive refitting and replacement, and imports in the near future are not likely to approach those for the past two years.

Conversely, road transport has increased in value over 11 per cent as compared with 1927. It has been successively predicted in every year since 1925 that the saturation point in motor vehicles has been reached by the Union, but in every year the prediction has been falsified as such imports have steadily advanced. Increases have been registered in all items above a value of £200,000 except motor cycles, where the decrease was small. Such items are motor vehicles, all types, motor car and truck chassis, motor car parts and accessories. The progress made by the assembly plants in the Union is witnessed by the very considerable increase in the last two above items. Motor vehicles alone represented in 1928 a value of £3,199,171, and it is the only single item in this class having a value above £900,000.

Other increases of importance are unplated cutlery and mechanics' tools. Flat and corrugated galvanized sheets and miscellaneous manufactures of iron and steel are among the decreases.

Apart from Great Britain, the principal Dominion and foreign sources of supply were: United States, £7,130,636, mainly motor vehicles, automotive equipment, machinery, and tools; Germany, £2,379,681, wire and wire manufactures, machinery of all kinds, railway equipment, and various iron and steel products; Belgium, £691.430, mainly fencing standards, droppers, wire products, steel products, and railway equipment; and Canada, £688,624, mainly motor vehicles and parts, agricultural implements, electric stoves.

MINERALS, EARTHENWARE AND GLASSWARE

This is one of the minor classes, as it accounted for only 1·82 per cent of the total imports in 1928. The small increase of £4,118 was registered for the year. Bottles and jars constitute the most important single item, mainly requirements for the brewing and mineral water, chemical, and foodstuffs industries. A slight decrease occurred due to heavy imports in 1927. China and porcelain ware advanced by almost 145 per cent, at the expense of earthenware and stoneware, which decreased in almost the same proportion. The imports of the latter were fairly constant during the previous three years, and this year's drop can only be due to the desire for a better article, purchasers having the money to satisfy it. Increases in plate, window, and other glass testify to increased build-

ing activity, and a swing to better shop fronts with increased window display space. The building cement trade increased by 26 per cent, but showed marked variation in origin as compared with 1927 due to the recision of various freight and exchange dumping duties. Glassware showed a slight change upward, as did flooring, paving and wall tiles. Minor decreases occurred in sanitaryware, asphalt and bitumen, and uncut and unpolished precious stones. Besides Great Britain, the principal suppliers in this class were: Germany, £242,713, mainly bottles and jars, china, porcelain, and glassware; Belgium, £153,562, building cement, plate and window glass, and glassware; United States, £89,399, asphalt and bitumen, bottles and jars; Tanganyika, £76,465, almost wholly precious stones.

OILS, RESINS, PAINTS AND VARNISHES

This class registered a fair advance, principally accounted for by the oil fuels and greases to keep pace with the increased imports of motor vehicles. As well they are the most important group, as gasolene alone constitutes one-third of the imports under this heading. This item shows a remarkable advance since 1925. For the year under review the imports amounted to 49,106,811 gallons valued at £1,460,336, as compared with 20,889,828 gallons and £1,274,825 in 1925, 34,004,001 gallons and £1,762,430 in 1926, and 37,786,584 gallons and £1,340,337 in 1927. The noteworthy feature is the drop in price, due partly to competition but more so to the erection of large oil tanks in all the main Union ports and shipment by oil tankers from overseas fields. Other increases were in illuminating and burning fuel, and lubricating oils and axle grease. Kerosene was an exception and decreased appreciably due to increased electrification of the country towns. Other advances were recorded in ready-mixed paints, boot polish and blacking, other polishes, copra, and cocoanut oil. A slight diminution occurred in animal tallow due to heavy imports in 1927. Excluding the United Kingdom, the main suppliers were: United States, £2,119,030, mainly gasolene, illuminating, burning, and lubricating oils; Dutch East Indies, £623,474, gasolene and kerosene; Australia, £113,314, animal tallow almost entirely; India, £162,420, mainly kerosene.

DRUGS, CHEMICALS AND FERTILIZERS

The most outstanding feature of this class was the considerable increase in the fertilizer group over the previous year. The excellent maize crop of 1927 can be considered responsible. Although South African soils are notoriously lacking in certain elemental constituents, the use of fertilizers to overcome the deficiency is just beginning. Local manufacture of these commodities also progressed during the year, but was unable to cope with the increased demand. Superphosphates, potash manures, raw phosphates, basic slag, and sulphate of ammonia were the important items affected.

Perfumery and toilet preparations were outstanding, having advanced almost 25 per cent, although tooth powders, pastes and washes decreased slightly, as did druggists' sundries and rock sulphur. Medicinal specifics—one of the most important single items—joined in the general increase.

The gold mining industry was responsible for a small increase in the imports of cyanide, the leading item for the year in this class. The manufacturing industries accounted for increases in the nitrate group, principally sodium. Caustic soda remained stationary, while both distilled and crude glycerine declined. Insecticides, both liquid and powder, markedly advanced by almost 100 per cent due to extensive advertising campaigns by overseas manufacturers. Sheep dips, due to increased local production, declined slightly.

Excluding the United Kingdom, the principal sources of supply were: United States, £308,562, principally rock sulphur, specifics, perfumery and toilet preparations, insecticides, and tooth powders and pastes; Holland, £273,437,

mainly fertilizers; Chile, £271,555, almost entirely sodium nitrate; Germany, £261,061, fertilizers and chemicals; France, £135,866, crude and distilled glycerine and perfumery and toilet preparations; Canada, £90,375, almost entirely cyanide; Belgium, £81,389, three-fourths fertilizers; Czechoslovakia, £62,115, almost wholly cyanide.

LEATHER, RUBBER AND MANUFACTURERS

The three principal groups of commodities in this class are footwear, the various kinds of leathers for the footwear and saddlery industries, and rubber tires and tubes. In every footwear item, with the exception of men's leather, a distinct advance has been registered. This exception showed a slight decrease in 1928. The following are the figures for the year under review, with those for 1927 in brackets: Leather footwear, men's, £222,299 (£232,635); women's, £573,543 (£489,153); children's, £51,984 (£40,969); infants', £44,837 (£35,471); slippers, £46,449 (£22,438). The local footwear industry seems to be more than holding its own in men's footwear, but does not yet produce the more delicate article required by the female section of the population. Considering the greatly increased imports of fine footwear leathers, it appears more probable that the domestic tanning industry is at fault in that it is unable to supply the raw material required. However, greater purchasing power may be considered partly responsible also for the increase in the imports. As well the diversity of styles and materials required in the women's shoe business is somewhat of a handicap to an industry which has such a comparatively small domestic market when in competition with overseas manufacturers. It is significant that this year the duty on leather footwear has been retained at 30 per cent, instead of commencing its annual reduction of 2½ per cent until 20 per cent had been reached.

The two main items of rubber footwear—viz., rubber-soled canvas shoes and all rubber wear—both increased, the former appreciably. The respective comparative figures are £81,212 (£55,251), and £33,856 (£33,702). The remaining principal leather items affected were: calf leather, £83,954 (£64,350); glacé kid, £82,616 (£49,006); enamelled and patent, £77,617 (£76,427); sole and upper, £45,150 (£56,855); other leather in the piece, £133,790 (£110,007); miscellaneous manufactures of leather, £64,364 (£55,449).

Motor car tires provide the largest single import in this class, amounting to £798,611 (£807,652), a slight decrease due to excessive imports in 1927. Other tires and tubes are: motor car tubes, £127,756 (£134,264); bicycle tires, £53,805 (£47,239); bicycle tubes, £25,288 (£22,633); solid tires £27,971 (£30,989). The imports of rubber hose, £85,405 (£83,120), and miscellaneous rubber manufactures, £127,086 (£86,592), are also noteworthy.

Besides Great Britain, the principal suppliers were: United States, £414,401, mainly motor car tires and tubes, rubber hose, leathers and miscellaneous rubber manufactures; Canada, £393,238, tires and tubes and rubber-soled canvas shoes; Germany, £158,417, almost wholly leathers; Czechoslovakia, £81,108, mainly women's footwear; France, £67,516, leathers, tires and tubes; Belgium, £65,533, tires and tubes and women's footwear.

WOOD AND WOOD PRODUCTS

Very little decrease on the whole is apparent in this class as compared with 1927, although there is considerable fluctuation in the single items. Heavy imports in 1927 are responsible as there has undoubtedly been augmented building activity during the year. The progress of the furniture industry is exemplified by increased imports of oak and teak, the principal woods used. Figures (1927 within brackets) respectively were: £116,383 (£100,242) and £198,610 (£189,637). Pitch pine increased from £110,670 to £131,468, as did

"other pine" which includes Douglas fir (Oregon pine), white pine and Baltic pine. This is the most important item in this class and totalled in 1928 £876,391 (£707,629). Other timbers fell from £387,086 to £149,916. There was also a notable drop in planed, tongued and grooved flooring and ceiling, although it could hardly be expected that the comparatively huge rate of import of 1927 would survive the year under review.

Box shooks for all uses, including fruit and dairy produce packing, advanced from £294,147 in 1927 to £322,562 in 1928. Increased fruit production in both the deciduous and citrus industries was largely responsible. Brushes and brooms dropped slightly from £129,826 in 1927 to £122,511. Little or none of this amount refers to corn brooms as the import of these is practically prohibited. Miscellaneous wood manufactures accounted for £90,370 in 1928 as against £86,844 for the previous year.

In this class the United Kingdom does not rank as the principal supplier but comes fourth. In order of merit the chief suppliers were: Sweden, £722,593, mainly box shooks, Baltic pine, flooring and ceiling and joinery; Finland, £568,134, mainly Baltic pine and flooring and ceiling; United States, £483,639, principally pitch pine, Oregon pine, oak and other timbers; United Kingdom, £194,708, mainly brushes and brooms, miscellaneous manufactures and furniture; India, £118,996, teak entirely; Canada, £111,976, Douglas fir, other timbers, pulp boards and chairs; Norway, £92,652, Baltic pine; Siam, £80,463, teak entirely; Australia, £80,004, jarrah, karri and other timbers; Russia, £68,846, Baltic pine and other lumber.

PAPER AND PAPER PRODUCTS

A moderate increase is noted in this class for the year under review and most of the principal items conform. Newsprint in reels for the fourth successive year registered a distinct increase from £216,615 in 1927 to £238,312 in 1928. Flat newsprint kept pace and rose from £73,731 to £76,553, as did other printing papers with a value of £429,309 in 1928 as against £380,277 in 1927. Conversely and unaccountably the wrapping papers, except kraft, decreased appreciably as follows (1927 figures in brackets): kraft wrapping, £76,553 (£73,731); heavy wrapping, £66,986 (£97,783); light wrapping, £63,048 (£65,145). Other items of interest are cardboard and linenboard, £136,700 (£138,059); books and printed music, £464,335 (£435,491); stationery (paper), £192,014 (£181,611); stationery (not paper), £82,646 (£76,080).

Excluding Great Britain, the principal suppliers were: Canada, £277,811, mainly newsprint, kraft and other wrapping papers; Germany, £171,936, news reels and other printing paper, cardboard, strawboard and linenboard, wrapping paper (not kraft), paper n.e.i.; Sweden, £162,378, principally news reel and other printing paper, cardboard, kraft and other wrapping; Norway, £93,898, mainly other printing paper, other wrapping and kraft; Holland, £66,655, cardboard, linenboard and strawboard, books and printed music.

JEWELLERY, FANCY GOODS, MUSICAL INSTRUMENTS

Not much change in total imports is manifest in this class, although a small increase is recorded. The most noteworthy tendency of the year was the appreciable drop in all musical instruments. Gramophones and records fell from £413,532 in 1927 to £396,857 in 1928. Similar figures for pianos and pianolas were £152,683 and £112,341, and for other musical instruments (excluding band instruments, organs, and harmoniums), £90,333 and £80,423. Such a result was more or less expected as the import of musical instruments, particularly gramophones and records, has increased successively each year since 1925 in a phenomenal manner. The saturation point in this trade appears to have been reached. On the other hand, fancy goods both ornamental and otherwise

increased from £170,295 in 1927 to £225,363 in 1928 (about 35 per cent). Sporting goods dropped from £187,638 to £178,819, the lowest recorded since 1924. Toys shared in the general increase and advanced from £158,704 in 1927 to £166,331, as did jewellery, £110,312 to £122,717.

Little difference was recorded in silver cutlery. Watches and parts increased from £128,110 to £134,128. Practically all these items are luxury articles, and except the musical instrument group, which was over-imported in 1927, the majority show appreciable increases over the preceding year and illustrate the augmented purchasing power consequent upon the excellent crop year of 1927-1928.

The United Kingdom obtained over 58 per cent of the trade in this class, followed by Germany, £362,517, mainly pianos, toys, fancy goods, other musical instruments, clocks and parts; United States, £108,706, gramophones and records, watches and clocks, pianos, and toys; Switzerland, £105,227, wholly watches; and France, £52,260, tobacco, pipes, and sundries.

NATIONAL BRAND FOR ENGLISH WHEAT FLOUR

Harrison Watson, Canadian Trade Commissioner

London, August 9, 1929.—The Ministry of Agriculture has issued what is described as a Marketing Leaflet, stating that in the opinion of millers, bakers and others concerned in the manufacture and distribution of flour, the definition of national standards of quality and the marketing of supplies of standard qualities under distinctive marks would improve the demand for English wheat flour. Under these circumstances it is proposed to introduce a scheme for the voluntary grading and marking of English wheat flour under the Agricultural Produce (Grading and Marking) Act, 1928.

With the object of accomplishing the purpose in view, grade designations and definitions as approved by various sections of the industry, are published in an appendix to the leaflet, which is reproduced below. Flour sold under these standard grades will be guaranteed as to type, flavour and keeping quality, and buyers will have the added satisfaction of knowing that it is essentially pure and has not been subjected to any kind of chemical treatment.

APPENDIX

Part I. Flour Made From Sound, Well-Cleaned Wheat Grown in England and Wales: Grade Designations and Definitions

Grade	*Type*	*General Characteristics*	*Special Characteristics*
Designation All-English (Plain)	The flour to comprise all the flours obtainable from the wheat, provided that the ash content as ascertained in a muffle furnace shall not exceed 0.55 per cent by weight of the total flour.	Sound, free from taint or objectionable flavour, of good keeping quality and unbleached by artificial means	Free from all added chemical substances.
All-English (Self-raising)	The flour to comprise all the flours obtainable from the wheat, provided that, before the addition of any ingredients referred to in Column 4, the ash content of the flour, as ascertained in a muffle furnace, shall not exceed 0.55 per cent by weight of the total flour	Sound, free from taint or objectionable flavour, of good keeping quality and unbleached by artificial means	May contained such ingredients as may be required to make the flour self-raising, subject to the regulations for the time being in force under the Bread Acts Amendment Act, 1922.

Part II. Flour Made Exclusively from Sound, Well-cleaned Wheat of "Yeoman" Varieties Grown in England and Wales: Grade Designation and Definition

Grade	*Type*	*General Characteristics*	*Special Characteristics*
Designation All-English (Yeoman)	The flour to comprise all the flours obtainable from the wheat, provided that the ash content as ascertained in a muffle furnace shall not exceed 0.55 per cent by weight of the total flour.	Sound, free from taint or objectionable flavour, of good keeping quality and unbleached by artificial means	Free from all added chemical substances.

The regulations also prescribe what has come to be known as the National Mark for use, with a grade designation, as a grade designation mark for English wheat flour of standard quality. Official labels bearing the National Mark and the grade designations will be issued to registered packers by or on behalf of the Ministry of Agriculture and Fisheries.

A different-coloured label will be used to distinguish each grade, blue, red and yellow labels being used to denote All-English Plain, Self-Raising and Yeoman flours respectively, and the labels will be of two kinds, viz., tie-on labels for large sacks or bags, and adhesive labels, of various sizes, for application to small retail packets.

The Ministry of Agriculture state that the scheme is open to millers and other packers of English wheat flour, and that those wishing to adopt it should apply to the Secretary, National Mark Committee, Ministry of Agriculture and Fisheries, for a form of application. The leaflet gives a list of the conditions of enrolment and other details associated with the scheme.

READY-MADE DOORS IN SCOTLAND

G. B. Johnson, Canadian Trade Commissioner

Glasgow, August 3, 1929.—For years past ready-made doors have been coming into this country in enormous numbers from the Pacific Coast States of the United States and from Sweden. Continuous efforts have been made by this office, in association with a Glasgow firm of door importers, and the British Columbia Branch of the Canadian Manufacturers Association, to turn some of the business to Canadian manufacturers, but so far without success. The samples of British Columbia doors shipped here have been of very fine quality, certainly equal to any others on the market, and probably superior to them all. But Canadian makers have never been able to give a competitive price.

The situation in Scotland has now undergone some change, and there is perhaps a good opportunity for making a beginning in this market. Some housing authorities—(the large municipalities such as Glasgow are, and have been for years, carrying out great schemes)—are now stipulating for doors of British manufacture, and others for doors of British home manufacture.

What this means will be deduced from the fact that doors from the United States in 1927 were imported to the value of over $5,000,000, and from Sweden $1,650,000. In the housing schemes where this restriction applies, therefore, Vancouver manufacturers would have to compete only against British manufacturers, and there is plenty of room for all.

It is probable that interior doors only would be wanted, as these lend themselves to mass production and cheapness, whereas exterior doors vary with the ideas of every architect, and their manufacture would be proportionately higher in factory cost.

The door in Columbian pine, for which there is much the largest sale in Scotland, is the four-panel, in the following sizes:—

6 ft. 8 in. x 2 ft. 8 in. x ex. 1¾ in. and ex. 1½ in. nominal=1⅝ in. and 1⅜ in. actual.
6 ft. 8 in. x 2 ft. 6 in. x ex. 1¾ in. and ex. 1½ in. nominal=1⅝ in. and 1⅜ in. actual.
6 ft. 8 in. x 2 ft. 4 in. x ex. 1¾ in. and ex. 1½ in. nominal=1⅝ in. and 1⅜ in. actual.
6 ft. 6 in. x 2 ft. 8 in. x ex. 1¾ in. and ex. 1½ in. nominal=1⅝ in. and 1⅜ in. actual.
6 ft. 6 in. x 2 ft. 6 in. x ex. 1¾ in. and ex. 1½ in. nominal=1⅝ in. and 1⅜ in. actual.
6 ft. 6 in. x 2 ft. 4 in. x ex. 1¾ in. and ex. 1½ in. nominal=1⅝ in. and 1⅜ in. actual.

Next in importance are the casement doors, and the six-panel doors corresponding to Metco patterns 77, 60, 66 and 665.

When making a beginning, it is recommended that manufacturers concentrate on the four-panel door in the above twelve sizes like Metco pattern 44, and in casement doors 7 feet by 3 feet ex 1¾ inches.

The first step is for a good mill to quote lowest possible prices c.i.f. Glasgow for a shipment of 1,200 four-panel doors in Columbian pine of best quality and finish, like Metco pattern 44, having dowelled or mortised and tenoned frames and three-ply Columbian pine panels ⅜-inch thick. At the same time as the prices are quoted, or after prices are accepted by the Glasgow firm of importers who are specially interested in this business, a few sample doors should be sent. Then, if these are approved, this firm would be ready to order a first shipment of 1,200 doors, consisting of 100 doors in each of the twelve sizes above mentioned. They would pay cash against shipping documents. As this firm would be the originators of the trade, and as they are in touch with all the housing contractors in Scotland, they would expect to have the sole buying agency for Scotland, and would be glad, if desired, to have the sale of the doors in England.

The name of this firm, and the prices at which English-made doors are being sold in Scotland, are available at the Department of Trade and Commerce, Ottawa.

FORTHCOMING HOUSING EXHIBITION AT DUBLIN

Mr. John H. English, Canadian Trade Commissioner in Dublin, writes under date August 3, 1929, directing the attention of Canadian manufacturers and exporters to the Housing and Building Exhibition which is to be held in Dublin, Irish Free State, from November 8 to 16. This is the first exhibition of this kind to be held in Dublin, and it is being promoted with a view to interesting contractors and builders of all kinds, particularly those connected with the extensive housing schemes now in progress in the Free State.

The exhibition is to be uniformly fitted as regards stands, and the price, inclusive of space rental, stand, and lighting, is 7s. per foot, or approximately £22 per stand.

Full information may be obtained by applying to T. P. Bentley, 67 Scottish Provident Buildings, Belfast, or the Canadian Trade Commissioner, 66 Upper O'Connell Street, Dublin.

NEW ZEALAND MARKET FOR RUBBER GOODS

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, has forwarded a special inquiry received from a firm at Wellington who wish to hear from Canadian manufacturers seeking representation in New Zealand for various commodities made of rubber, including gum boots; hose, all kinds; floor mats; bath plugs; hot-water bottles; belting, including balata, transmission and conveyor; crepe rubber for shoes; door stops; sanitary seat buffers; gas tubing; waterproof sheeting; windscreen rubber; tubing for automatic windshield wipers. Canadian firms interested are invited to communicate with the Department of Trade and Commerce, Ottawa (quoting file No. T/C-10-125).

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND TEN MONTHS ENDED JULY, 1921, 1922, 1928 and 1929; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of July				Ten months ended July				United States Tariff Rates in force		
	1921	1922	1928	1929	1921	1922	1928	1929	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)–											
Cattle.....No.	6,533	11,626	23,368	25,706	222,550	130,195	242,547	179,721			
$	163,351	276,359	1,232,415	1,116,682	14,781,654	2,459,670	12,295,563	10,008,452	Free	30 p.c.	(a)
Horses.....No.	225	191	73	24	1,911	1,702	419	336			
$	48,295	33,865	14,140	7,243	439,335	367,963	82,980	68,707	10 p.c.	10 p.c.	(b)
Poultry.....No.	41,896	29,223	60,133	67,562	645,915	618,257	581,899	568,262			
$	35,343	23,725	35,879	39,765	710,998	606,191	516,842	516,855	1c. per lb.	1c. per lb.	3c. per lb.
Sheep.....No.	5,402	960	1	4	128,855	60,028	16,299	9,150			
$	37,120	6,496	10	60	1,144,099	338,115	157,734	105,364	Free	(c)	$2 per head
Fruits—											
Apples, green or ripe.....Brl.	3				12,245	393,513	54,006	41,327			
$	24				61,834	2,001,734	273,188	223,252	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....Lb.						658,754					
$						76,092			1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....Lb.			260,322	450,148			1,442,175	1,013,188			
$	60,445	41,724	30,930	52,638	107,147	99,534	153,777	111,856	½c. per qt.	½c. per qt.	1½c. per lb.
Grains—											
Barley.....Bush.			60		298	16,629	68,756	12,743			
$			60		420	12,172	30,603	6,638	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....Bush.		3,630	2,351	20	3,568	9,827	137,048	17,471			
$		15,047	11,304	37	14,690	35,711	509,588	79,645	25c. bu. 60 lb.	2c. lb.	1¾c. lb.
Buckwheat.....Bush.	9,838	100	87	158	250,537	99,596	65,982	63,354			
$	11,896	75	81	134	296,240	83,683	54,291	56,784	Free	Free	10c. per 100 lb.
Oats.....Bush	104,424	32,169	401	338	2,798,306	1,952,880	686,203	32,878			
$	59,256	15,635	364	265	1,358,483	929,299	406,847	17,965	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, whole.....Bush.	8,560		21		84,599	104,584	106,254	33,700			
$	25,643		66		326,885	346,174	232,606	120,773	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split.....Bush.	2,000			36	6,405	14,455	2,086	45			
$	4,536			99	16,396	54,180	5,722	122	20c. bu. 60 lb.	20c. bu. 60 lb.	1¼c. lb.
Rye.....Bush.	3,129				306,920	83,585	1,522				
$	3,740				498,764	68,852	1,215		Free	Free	15c. bu. 56 lb.
Wheat.....Bush.	283,001	830,512	1,090,252	509,785	47,013,728	13,997,813	7,814,684	7,968,192			
$	511,160	1,060,484	1,369,222	564,756	98,151,146	16,650,661	9,646,230	8,686,869	Free	35c. per bush.	42c. bu. 60 lb. (d)
Grain Products—											
Bran, shorts and middlings.....Cwt.	149,357	24,465	333,937	344,354	1,257,588	307,686	2,068,959	3,183,181			
$	159,340	24,524	544,581	423,975	1,832,233	320,650	3,149,746	4,375,716	(e)	(e)	(e)
Wheat flour.....Brl.	3,931	43,424	268	2	1,244,913	634,779	6,245	2,668			
$	26,384	290,506	1,748	12	12,126,915	3,983,017	40,533	16,155	Free	20 p.c.	1·04 p. 100 lb. (f)
Meats—											
Bacon, hams, shoulders and sides...Cwt.	35	36	1,897	1,272	2,699	1,070	36,559	22,492			
$	1,768	1,167	72,791	58,168	98,346	36,557	1,227,245	846,880	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....Cwt.	8,611	7,572	37,988	25,366	213,345	161,725	399,689	242,264			
$	101,130	88,195	626,507	461,715	3,038,487	1,814,413	5,541,374	4,093,174	Free	2c. per lb.	3c. p. lb. (g)
Mutton and lamb, fresh, chilled or frozen.....Cwt.	991	296	20	15	41,931	57,097	10,890	6,503			
$	17,156	7,057	419	291	1,059,286	968,134	216,385	147,192	Free	2c. per lb.	(h)

Pork, fresh, chilled or frozen	Cwt.	66	55	4,319	1,174	5,917	6,042	74,458	38,927			
	$	1,972	1,727	68,708	20,271	215,352	148,956	1,393,443	821,346	Free	2c. per lb.	¾c. per lb.
Pork, dry-salted and pickled	Cwt.			125		1,222	331	6,970	621			
	$			2,725		15,751	1,917	131,702	13,165	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed	Lb.				10,305				149,334			
	$	643	7,519	4,440	2,991	479,574	724,006	70,705	49,164	2c. per lb.	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts	Cwt.	330	590	4,040	2,344	16,338	10,593	57,588	44,581			
	$	8,480	8,460	71,414	44,435	275,518	138,363	739,902	635,353	Free	25 p.c.	20 p.c.
Milk and milk products—												
Butter	Lb.	104,310	23,085	70,700	1,700	1,685,680	2,695,566	173,000	77,300			
	$	27,363	8,079	14,948	622	795,162	974,997	47,642	28,469	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cheese	Lb.	3,630	561,500	1,247,300	1,166,400	303,358	4,111,057	9,984,300	7,858,400			
	$	1,346	97,320	279,246	240,909	87,042	812,735	2,087,525	1,855,158	20 p.c.	23 p.c.	(j)
Cream	Gal.	184,621	245,986	397,538	395,387	949,900	1,447,898	2,655,443	1,919,466			
	$	271,424	362,373	684,250	784,285	1,458,669	2,110,424	4,877,447	3,911,954	Free	5c. gal. (k)	30c. gal. (k)(l)
Milk, fresh	Gal.	167,843	83,313	423,258	415,562	1,049,860	847,209	2,964,135	2,883,772			
	$	34,616	17,463	82,898	87,035	276,192	195,671	617,770	663,504	Free	2c. gal. (k)	3¾c.gal.(k)(m)
Milk, condensed, evaporated and milk powder	Lb.	195,936	481,700	203,100	89,000	10,076,255	1,328,157	2,926,000	1,983,400			
	$	29,202	54,600	39,193	18,522	1,716,871	152,718	297,216	729,564	Free	2c. per lb.	1c.—3c. lb.
Seeds—												
Clover seed, alsike	Bush.	205	1,000	873		71,069	96,295	129,229	84,831			
	$	1,770	6,243	7,188		805,651	870,257	1,455,324	1,169,694	Free	Free	4c. per lb.
Clover seed, alfalfa and red	Bush.	32	2			2,844	7,203	6,258	2,844			
	$	973	56			27,214	74,257	94,165	39,744	Free	Free	4c. per lb.
Clover seed, other	Bush.	1,953	1,590			107,658	58,505	83,063	63,402			
	$	7,962	4,390			422,221	236,280	265,280	206,263	Free	Free	(n)
Flaxseed	Bush.	132,448	885	464,631	89	2,028,241	2,140,028	1,970,870	1,196,410			
	$	246,933	1,869	891,799	201	3,662,281	4,394,738	3,768,629	2,366,301	20c. bu. 56 lb.	30c. bu. 56 lb.	5 6c.bu.56lb.(o
Grass seed	Bush.	1,945		3,712	440	91,372	66,491	92,809	81,326			
	$	4,988		7,482	770	198,926	271,935	143,162	187,360	Free	Free	2c. per lb.
Vegetables—												
Potatoes	Bush.	1,322	7,621	2,916	17,598	2,242,319	1,698,958	3,864,669	2,032,558			
	$	436	4,558	1,090	6,565	1,627,085	1,106,102	3,127,987	882,954	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar beets	Ton					11,502	10,481	53,225	40,646			
	$					103,175	63,151	333,683	245,521	5 p.c.	5 p.c.	80c.ton2,240lb
Turnips	Bush.					1,649,293	1,575,880	2,496,823	2,641,780			
	$					396,973	429,676	660,373	573,567	15 p.c.	15 p.c.	12c. per 100 lb.
Miscellaneous Products—												
Eggs	Doz.	47,701	42,986	72	14,559	204,873	175,562	19,273	19,442			
	$	17,393	12,887	22	4,367	112,186	72,652	6,878	6,223	Free	Free	8c. per doz.
Hay	Ton	2,832	24	4,369	1,809	68,825	1,617	69,775	28,970			
	$	46,049	370	34,842	16,469	1,444,338	34,755	539,279	291,383	$2 ton 2,240 lb.	$2 ton 2,240 lb.	$4 ton 2,240 lb.
Maple sugar	Lb.	70,226	797,384	240,368	1,646,091	1,316,266	3,661,870	5,190,358	11,440,047			
	$	7,094	95,485	43,719	331,140	297,085	376,600	833,303	2,147,527	3c. per lb.	3c. per lb.	4c. per lb.
Tallow	Cwt.	2,355		2,609	693	14,556	11,801	29,046	23,429			
	$	7,243		19,898	5,081	86,005	64,424	236,010	198,238	Free	Free	½c. per lb.
Wool	Lb.	469	1,361,047	1,091,929	594,144	6,205,681	2,593,343	5,947,783	4,078,509			
	$	294	318,027	357,106	145,608	1,534,423	598,907	1,965,816	1,450,092	Free	(p)	(p)
Total value of above commodities	$	1,972,768	2,886,285	6,551,485	4,435,111	152,101,052	45,106,323	58,225,710	47,864,844			

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than $150 each, $30 per head; more than $150 each, 20 per cent; (c) Sheep, one year old or over, $2 per head; less than one year old, $1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Prior to April 5, 1926, 8c. per lb. (j) Cheese, 5c. per lb. but not less than 25 per cent. Cheese of Swiss or Emmenthaler type subsequent to July 8, 1927, 7½c. per pound but not less than 37½%. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Prior to June 13, 1929, 20c. gal. (m) Prior to June 13, 1929, 2½c. gal. (n) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (o) Prior to June 13, 1929, 40c. bu. 56 lbs. (p) Dutiable at various rates. See **Commercial Intelligence Journal** No. 974, Sept. 30, 1922, pages 516-7.

IMPORTATION OF ANIMALS INTO NEW ZEALAND

C. M. Croft, Canadian Trade Commissioner

Auckland, July 11, 1929.—Quite recently a number of requests have been received from Canadian firms for information regarding the prospects of shipping fur-bearing animals with a view to the establishing of an industry here. The attitude of the New Zealand authorities is not at all favourable to such a prospective trade and the regulations are very stringent. The import of cattle, sheep, swine, poultry, etc., is of course permitted under license, but, speaking generally, live fur-bearing animals are not allowed to be landed.

In the early days of European settlement of New Zealand there were no harmful animals of any kind, and it has been the desire of successive Governments to keep the Dominion free of such animals. Some years ago certain animals were introduced, such as rabbits and deer, and these have multiplied so rapidly that in many sections they are so numerous as to be very destructive to crops. Apparently some of the early settlers allowed some of their pigs to run wild and in some places large numbers of wild pigs are found. It is the fear of repetition of such instances which prompted the existing regulations.

The particular animals concerning which Canadian exporters have inquired are foxes, Chinchilla and Angora rabbits, and muskrats. The importation of foxes is prohibited for the reasons outlined above. The importation of Chinchilla and Angora rabbits from England is now permitted in a limited degree under license. These rabbits are not permitted to be imported from Canada, the reason being that the New Zealand Department of Agriculture has been advised of the existence of a disease called "tularaemae" among rabbits in the United States. This disease affects human beings, and although it is found usually in wild animals, domestic animals would also be susceptible. The fear of the introduction of this disease accounts for the regulations against rabbits from Canada.

The question of the introduction of muskrats into New Zealand received serious attention some months ago, and it seemed then as though some steps would be taken in this direction, as it was felt that muskrats would thrive and would form the basis of a lucrative industry. When all the details were investigated, it was considered that there was too great a risk of the proposed colonies multiplying too rapidly; this fear was supported by reports on hand from Europe of the damage which has been done by muskrats which were first introduced into Bohemia in 1905.

It is considered then that Canadian firms have little hope of developing trade in New Zealand in fur-bearing animals, certainly in those which might become a menace to the agricultural community.

MARKET FOR CANNED PILCHARDS IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, August 8, 1929.—There is a fair outlet for canned pilchards in the North of England. The trade, however, which is in relatively few hands, is not extensive compared with other canned fish, and the richness of the pilchard, owing to the heavy percentage of oil, seems to have made it difficult to popularize consumption in this country.

Canned pilchards, which are chiefly imported from California, were introduced to this market before the war, when they had to meet keen price competition from Norwegian canned herring. A certain demand was built up, however, and during the war the trade increased to a large extent. Since then, although pilchards have become cheaper than Norwegian herring, sales seem to have fluctuated considerably, and the general view is that repeat business in this commodity is rather hard to keep on account of the richness of the fish.

On the other hand, it is understood that the process of preparing pilchards has been considerably improved upon, and that the tomato sauce used in packing has helped to counteract the oily flavour. Moreover, in spite of this handicap importers and retailers, who are actually handling canned pilchards as a regular part of their trade, report that demand is growing, and that for some time past it has been easier to sell pilchards than herring, on account of price. Certain Liverpool retailers frequently feature canned pilchards in their window displays. Undoubtedly they are cheap, since they are being offered in retail shops in this district in 1-pound oval tins at 11 cents each.

While occasional offers have apparently been made from time to time by British Columbian packers, the trade seems to be pretty well controlled by United States exporters who have been able to make more competitive offers. In this connection it is understood that United States producers of pilchard meal and oil are obliged by fishing regulations to prepare a certain percentage of their catch in the form of canned fish in order to carry on operations in their reduction plants. Under such circumstances the canned product may be considered more or less as a subsidiary to the important oil and meal industry, and this accordingly affects prices. During the past year or so Californian canned pilchards in 1-pound oval tins containing an average of about five to six fish each have been offering in this market at from 15s. ($3.65) to 17s. ($4.13) per case of forty-eight tins c.i.f. Liverpool; current quotations are from 15s. 3d. ($3.71) to 15s. 6d. ($3.77). While several of the larger importers engaged in this trade are understood to have arrangements for direct buying, some of the packers sell through agents in this country and both packer's and buyer's own labels are in evidence. One agent estimates that individual orders from wholesale merchants as a rule do not average higher than from 250 to 500 cases at a time, although an occasional contract for 1,000 cases is obtained for delivery over a stated period. On the other hand, it is probable that importers buying direct from overseas shippers place considerably larger orders.

In addition to the domestic trade in this country, there is also a demand for re-export, principally to West Africa for native consumption, where pilchards compete against English and Norwegian herring. Besides business placed by West African trading houses with canned goods importers at Liverpool, it is reported that a certain amount of direct importation is carried on. According to a firm specially catering to the canned goods trade of West Africa, the same difficulty has been experienced in that market as in England—namely, the problem of getting repeat orders on account of the richness of the fish. The business occasionally gets a new lease of life which lasts for a while and then demand gradually falls away. Again, it would appear that the native is not very keen as yet on tomato sauce as an ingredient, although the taste for this flavouring may develop. In this connection, the opinion has been expressed that sales in that market might be more rapidly increased if the fish could be packed plain except for a dash of salt. Single purchases of 1,000 cases, spread over three months, would be considered a good order from a large West African trading house under present conditions. The added cost to West African points from Liverpool is roughly estimated at 1s. (24 cents) per case of forty-eight tins. Labelling is important. The label should be clear and bright and show a picture of the fish, which should stand out distinctly.

While, as stated in the foregoing, the existing trade is not extensive and is confined to a relatively small number of firms, the demand according to those engaged in it is capable of expansion. Any Canadian packers in a position to meet competition from Californian shippers and who desire connections in this market are invited to communicate with the Canadian Trade Commissioner at Liverpool.

ECONOMIC CONDITIONS IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, August 3, 1929.—The main business topic in the North of England is the stoppage in the cotton mills. July opened with a dark cloud hanging over the Lancashire cotton trade, resulting from a decision by the Federation of Master Cotton Spinners, the most powerful organization of employers in the industry, to put into effect a reduction of wages of 12·82 per cent. Following upon this decision, notices were posted announcing July 29 as the date when employees would be asked to accept the reduced wages scale. The employees have refused these terms, with the result that the cotton trade has been thrown into a state of chaos and close to 500,000 workers have been idle since the stoppage in over 95 per cent of the mills, involving 1,300 separate establishments, commencing at the beginning of this week. This calamity is the greatest that the industry has faced since the war, and it is calculated that the loss of wages alone will approximate some $10,000,000 per week. Following the cessation of work in the cotton mills, it has since been announced by Messrs. Courtaulds Limited, the well-known artificial silk manufacturers, that they have been forced to close down three of their mills, which depend on a substantial outlet in the cotton mills for processed artificial silk yarns for mixing purposes. At time of writing the stoppage has since been extended by the expiration of further notices affecting an additional 13,000 operatives, and it is estimated that the whole industry is now idle.*

Several factors have been responsible for the serious position that the Lancashire cotton industry is in to-day, and the present crisis is the culmination of serious losses in the industry over the past eight or nine years. The cotton trade of this district was the victim of over-capitalization during the boom period following the war, from which it has never recovered. Apart from this difficulty, a falling off in demand from overseas markets for several years, plus the most intense competition from other countries, has made it increasingly difficult for Lancashire to dispose of cotton goods in markets where at one time foreign competition was relatively negligible.

The wages problem in the Bradford woollen industry is also still unsettled, but so far a stoppage has been avoided and the latest reports are that further discussions on the subject are to take place within a few weeks' time. Meanwhile, new business, particularly in the worsted section, is very slow.

Fortunately current reports from the Middlesbrough iron and steel trade, by contrast with the textile industries, are more optimistic. Transactions are above normal for the dull season of the year and there is confidence in the future. An important contract amounting to over $1,000,000 for the supply of the Memorial Road bridge at Bangkok, Siam, was placed last week with Messrs. Dorman Long & Co. Ltd. of Middlesbrough, in competition with tenders from firms in other countries. At Sheffield, several of the special branches of the steel trade are well employed.

While shipbuilding and repairing are quiet in the Northeast Coast and new orders rather few, there has recently been reported a steady increase in the number of men employed in the industry in that district. A welcome announcement at Birkenhead was the order placed a few weeks ago by the Canadian National Steamships with Messrs. Cammell Laird & Co. Ltd. for three new vessels to be employed on the Pacific Coast. This order, following on the five ships recently constructed by Cammell Laird & Company for the West Indies service of the Canadian National Steamships, will serve as another link between industrial Merseyside and Canada.

At the conference of delegates of the Miners' Federation held at Blackpool during the latter part of July it was announced that the miners intend pressing for the repeal of the Eight Hours Act with the object of reverting to a seven-

* This strike is now happily ended.

hour day, and it is understood that if this arrangement were put into effect it would increase immediately the cost of producing coal in the Northern exporting fields by 2s. per ton. Meanwhile, in the Northumberland and Durham areas during the past month a number of collieries have been working steadily and shipments have been on a substantial scale. Exports of coal and coke from the Tyne in June amounted to over 1,630,000 tons, which exceeded the record for June, 1913, and was considerably higher than during the corresponding period of 1928.

ECONOMIC CONDITIONS IN TRINIDAD

F. L. Casserly, Office of the Trade Commissioner

Port of Spain, August 2, 1929.—Business is fairly brisk in both imports and exports, and the community is prosperous on the whole, although in some quarters there are misgivings as to the future of the oil industry, and also as to the spread of witchbroom disease in the cocoa plantations.

IMPORTS

Unrevised returns of Trinidad import trade for the half-year ending June 30 last, prepared by the local Chamber of Commerce, show increases in several items as compared with the returns for a similar period of 1928. The following figures are of interest:—

Imports into Trinidad, Half-year ending June 30

	1928	1929
Flour, bags of 196 lbs.	148,583	158,207
Flour, half-bags of 98 lbs.	5,376	11,976
Lumber, feet, from Canada	876,087	2,216,286
Lumber, feet, from United States	3,968,532	5,632,065
Coal, tons	23,492	43,700
Beef, tierces of 300 lbs.	176	552
Beef, brls. of 200 lbs.	2,067	2,187
Beef, half-brls. of 100 lbs.	107	78
Rice, bags of 160 lbs.	70,457	85,792
Cornmeal, bags of 98 lbs.	3,212	4,331
Dholl, bags of 160 lbs.	4,547	6,143
Butter, firkins of 66 lbs.	35	288
Butter, cases (average about 100 lbs.)	3,173	5,209
Oilmeal, bags of 125 lbs.	16,900	21,643

Although slight decreases occurred in beer, cement, dried fish, lard compound, oats, porkstuffs, and milk, it is clear that the import trade for the first half of 1929 has not on the whole fallen below the level of the corresponding period of 1928.

The flour market has advanced considerably during the past few weeks, although latterly prices have fallen somewhat. To give an example: on July 18 a well-known Canadian brand of the best quality sold in Trinidad was quoted c.i.f. at $8.90 for July delivery and $9.10 for September delivery, these prices being about $3 higher than six weeks before. Other grades of bakers' patents were sold c.i.f. Trinidad about the same time at from $7.80 to $8.25; a month previously the prices were from $5.40 to $5.60. This advance is attributed to a reported shortage in the coming Canadian wheat crop, with consequent speculation. The market is moderately stocked, but buyers are anxious and undecided.

EXPORTS

With the single exception of asphalt, exports of Trinidad's major products were in each case considerably greater during the first half of 1929 than in

that of 1928, as shown by the following table (the figures being compiled by the local Agricultural Society). Shipments during half-year ending June 30 were:—

	1928	1929
Cocoa.....lbs.	39,719,712	41,104,355
Sugar.....lbs.	114,517,964	164,211,467
Molasses.....gals.	639,825	753,051
Cocoanuts.....no.	2,969,310	5,096,205
Copra.....lbs.	9,898,558	12,091,713
Coffee.....lbs.	10,184	606,317
Asphalt.....tons	78,638	74,342
Oil.....gals.	100,521,437	149,232,718

Coffee, hitherto not cultivated to any great extent in Trinidad, is now receiving considerable attention and yields a fairly good return. The cultivation of grapefruit is also being pushed forward, with Canada one of the principal markets in view. During the past few weeks the price of sugar has advanced several points; refining crystals are now worth about 3 cents per pound c.i.f. Canadian seaport on the basis of 96 degrees polariscope test. On the other hand, West Indian sugar planters do not feel entirely satisfied with the present plight of the industry. Representations lately made to the British Government by Barbados and other colonies for the purpose of obtaining an increase of tariff preference in England have not (as might have been expected) found favour. The Secretary of State for the Colonies has suggested, as an alternative, a full investigation of the British West Indies sugar industry by special commissioners sent from England "with a view to discovering what improvement can be introduced to meet foreign competition". This counter-proposal, an essential feature of which is that the colonies concerned shall defray the cost of the inquiry, is now before their respective Governments.

Cocoa, the most considerable item of agricultural produce, which at present accounts for roughly 24 per cent of the total value of the colony's export trade, was somewhat weak at the end of June, when plantation grade fetched $10.80 and ordinary grade $10.25 to $10.80 f.o.b. per fanega (i.e. 110 pounds). Current prices have since advanced by about $1.

OIL VERSUS COCOA

Speaking at a meeting of the Trinidad Chamber of Commerce on July 30, one of the largest merchants of the colony emphasized the importance of the cocoa industry and stated that in his view the prosperity which had followed in the wake of oil development was temporary and might not last very long. Without attempting to offer any criticism of his opinion, it can be stated that the Trinidad oilfields show no signs of impending exhaustion. Their output is steadily increasing. The Pitch Lake, one of the world's natural wonders and its chief source of asphalt, has been producing that commodity for the past forty years; but during that time the level of the lake has sunk only about twelve feet, despite the many millions of tons of material that have been removed. Nevertheless, the necessity of fostering agricultural pursuits which afford employment to the bulk of the population and maintain in existence a body of small peasant proprietors is well recognized; hence it is that the spread of witchbroom disease (a sort of parasitic growth) amongst the cocoa cultivations is causing grave concern both to the Government and to agricultural interests. Left unchecked, this disease would eventually destroy the cocoa industry and ruin thousands of people. Energetic methods of control are, however, being enforced by law.

One effect of witchbroom has been to make investors wary of lending money on the security of cocoa estates; in fact, this kind of investment is now a rarity in Trinidad, and mortgagees are calling in their capital. This circumstance has moved the Chamber of Commerce to pass a resolution urging the Secretary of State for the Colonies and the local Government to increase the capital of the State Agricultural Bank, which was founded some years ago to assist the cocoa

industry. This bank, a Government concern, makes long-term advances to small planters, and the Government has decided, after considering the matter, not to increase the capital beyond the present figure of £250,000. The Chamber of Commrce, however, feeling that this decision must adversely affect cocoa cultivation—all or most of the available capital having already been lent out—has suggested that a further large sum of money be placed by the Government at the bank's disposal. No figure is mentioned in the resolution of the Chamber of Commerce; but in the discussion at the meeting on July 30 the prevailing opinion seemed to be that the increase should be not less than £250,000, and that the Government should issue a loan for the purpose if it were not considered desirable to draw upon the surplus of £600,000 in the Public Treasury. The commercial community of Trinidad is keenly alive to the economic value of the cocoa industry.

PROPOSED TRADE COMMISSIONER TO CANADA

At the West Indies Conference held in Barbados in January and February last the following resolution was passed:—

> That in the opinion of this Conference it is desirable to establish a Trade Commissioner Service for the Conference Colonies in the Dominion of Canada and that the Associated West Indian Chambers of Commerce be invited to prepare a scheme for this purpose for submission to the Governments concerned.

The Trinidad Chamber of Commerce having been requested by the local Government to express an opinion on this matter, has suggested the appointment of a Trade Commissioner, with head office in Montreal, for the entire British West Indies, both Eastern and Western Groups, and also British Guiana and British Honduras; that each colony should contribute towards the cost of this service (estimated at about £4,000 per annum) in the same proportion as adopted in the case of their subsidies towards the new steamship service provided under the 1925 Treaty; and that the Empire Marketing Board be asked to select a person for appointment as Trade Commissioner. This proposal will in due course be debated in the legislatures of the various colonies. The establishment of a British West Indian Trade Commissioner in Canada is the logical outcome of the growth in commercial relations during recent years between the Dominion and these colonies.

NORWEGIAN CROP PROSPECTS

Frederick H. Palmer, Canadian Trade Commissioner

Oslo, July 13, 1929.—The Director of Agriculture reports that the weather in June was practically the same all over Norway. Prior to June 20 the weather was cool, but the temperature increased appreciably after that date, while the moisture conditions were better than usual. In general, although the crops are all somewhat delayed, the situation is fairly satisfactory.

Field crops are well developed, but as a result of the cold weather in May and in the first part of June, they are inclined to be thin and weedy. This is especially true of oats. Haying has started in some of the Western districts, and while prospects are promising, clover is not entirely satisfactory, again owing to the cold weather in May and early June.

It is reported that the fruit trees are developing well, and for the Eastern and Southern districts the forecast is for a crop between an average and 50 or 75 per cent. For vegetables the prospect is good.

For the whole country the position in percentage of an average year (100) of the more important crops at the end of June was: rye, spring and autumn, 99; barley and mixed cereals, 98; oats, 96; autumn wheat, 95; spring wheat, 92.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING AUGUST 19

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 19, 1929. Those for the week ending August 12, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending August 12, 1929	Week ending August 19, 1929
Austria	Schilling	.1407	$ .1422	$ .1421
Belgium	Belga	.1390	.1400	.1399
Bulgaria	Lev	.1930	.0072	.0072
Czechoslovakia	Krone	.....	.0298	.0298
Denmark	Krone	.2680	.2681	.2662
Finland	Markka	.0252	.0253	.0253
France	Franc	.0392	.0393	.0394
Germany	Reichsmark	.2382	.2397	.2397
Britain	Pound	4.8666	4.8823	4.8800
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4033	.4033
Hungary	Pengo	.1749	.1762	.1761
Italy	Lira	.0526	.0526	.0526
Jugo-Slavia	Dinar	.1930	.0177	.0177
Norway	Krone	.2680	.2682	.2680
Portugal	Escudo	1.0805	.0453	.0453
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1480	.1479
Sweden	Krona	.2680	.2697	.2696
Switzerland	Franc	.1930	.1936	.1936
United States	Dollar	1.0000	1.0071	1.0067
Argentine Rep.	Peso (Paper)	.4244	.4226	.4226
Brazil	Milreis	.5462	.1194	.1196
Chile	Peso	.1217	.1220	.1218
Colombia	Peso	.9733	.9741	.9765
Mexico	Peso	.4985	.4880	.4876
Peru	Libra	4.8666	4.0275	4.0268
Venezuela	Bolivar	.1930	.1943	.1942
Uruguay	Peso	1.0342	.9968	.9891
Cuba	Peso	1.0000	1.0000	1.0000
Batavia, Java	Guilder	.4020	.3619	.4031
China	Tael	.....	.5820	.5838
India	Rupee	.3650	.3625	.3636
Japan	Yen	.4985	.4701	.4696
Siam	Baht (Tical)	.4424	.4493	.4492
Singapore, Str. Settlements	$	.5678	.5650	.5649
Jamaica	Pound	4.8666	4.8649	4.8800
Barbados	$	1.0000	1.00¾—1.01⅞	1.00¾—1.01⅞
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.00⅝—1.02	1.00⅝—1.02
Martinique	Franc	.0392	.0393	.0393
Guadeloupe	Franc	.0392	.0393	.0393

AUTOMOBILE ACCESSORIES FOR HONGKONG AND SOUTH CHINA

Mr. Paul Sykes, Canadian Trade Commissioner at Hongkong, reports having received an inquiry from a large firm of electrical and mechanical engineers who intend adding an extensive automobile accessory department to their business. It is stated that the company in question have excellent connections in Hongkong and in the interior of South China. C.i.f. prices, specifications, terms and discounts have been requested as well as samples.

Any firms in Canada interested in this inquiry can obtain further details upon application to the Department of Trade and Commerce, Ottawa (quoting file No. 28559).

CO-OPERATIVE MARKETING OF FRUIT AND VEGETABLES IN THE UNITED STATES

Frederic Hudd, Canadian Trade Commissioner

New York City, August 12, 1929.—A nation-wide fruit and vegetable growers' co-operative marketing association to be known as "The United Growers of America", with a capital of $50,000,000 and headquarters in New York, has just been organized by a group prominently identified with agriculture throughout the United States. In its initial work the new organization will serve sixty subsidiary co-operatives in twenty-five states covering all parts of the country.

This marks the second major step in the combination of agricultural co-operatives since the new Federal Farm Board began to function, although the new association has been organized independently of the board. On July 26 the Farmers' National Grain Corporation was organized to unite grain-selling co-operatives on a national scale. The new fruit and vegetable co-operative is capitalized at a much higher figure than that set for the grain corporation ($20,000,000). The announced purpose of both is to give a "big business" sales organization to the farm products involved.

From the headquarters in New York national and international sales service for the joint use of the member associations will be directed. No change in the existing associations is contemplated, but through the new co-operative more complete marketing service, adequate credits and other advantages will be offered them. Cold storage warehouses will be operated by the organization.

Private marketing concerns as well as the co-operative associations are supporting the project, as indicated in a statement issued by the new organization:—

> Invitations are being issued to co-operative associations throughout the United States calling for group conferences and negotiations, looking to their participation on the same initial basis. Assurance has also been given by a number of private marketing concerns that they will be interested in joining in the program and readjusting their services to a large-scale merchandising of fruits and vegetables in accordance with the policies of the Farm Board.

Co-operative marketing arrangements are now under discussion among the cotton, rice, and tobacco producers.

NEW GERMAN TANNING PROCESS

M. B. Palmer, Acting Trade Commissioner

Hamburg, July 31, 1929.—In an endeavour to improve the leather industry, efforts have recently been made to shorten the time required for tanning, and a process believed to be effective has been evolved by the firm of Ernst Luckhaus, of Duisburg, Germany, by which the necessary period has been reduced to from eight to twelve days. The main feature of this new process is the application of a vacuum and high pressure in regulated succession, by which it has been established that the tanning substances more readily penetrate the leather, at the same time producing a better quality and abolishing the previous tedious process of fulling.

The patent for Germany, which is expected to be available shortly, will be acquired by the I.G. Farbenindustrie (Amalgamated Dye Industries). The disposal of other licenses will be undertaken by Luckhaus themselves. The interest taken by the I.G. Farbenindustrie is centred in their synthetic tanning substances. German firms who acquire licenses and use artificial tanning substances will be required to purchase these only from the I.G. Farbenindustrie.

The Luckhaus process is stated to be quite independent of any combination of tanning substances, thus having the advantage of reducing the proportion of synthetic materials ordinarily required by about 30 per cent. It is understood

that satisfactory trials have been made reducing the proportion to as low as 55 per cent. The natural tanning substance, Quebracho bark, must still, however, be included.

A sudden general reorganization of the German leather industry is hardly anticipated on account of the question of price not having been definitely settled. A Luckhaus plant will cost about the same as ordinary fulling vats, but it is not possible yet to give any precise idea of the cost of production. Although there will be a saving possibility in workshop costs and a financial increase resulting through quicker rotation of hides, the new process can only compete with prices for average quality leather and not with cut prices. As old plants cannot be adapted to the new process and will have to be scrapped, firms will require a large capital to undertake the conversion. Should the new process be remunerative and the new processed leather prove durable, it may give an impetus to a concentration of the German leather industries as, with a shortening of the tanning period, it is expected that the producing capacity will be considerably increased per unit of invested capital.

Two large German factories are acquiring licenses to use the process.

GERMAN HEAVY-OIL AIRCRAFT ENGINE

M. B. Palmer, Acting Canadian Trade Commissioner

Hamburg, August 6, 1929.—Since the attention of the world has recently been focused upon German water and air transport achievements, it is worthy of note to mention still another success which holds the possibility of further revolutionizing heavier-than-air machines.

A report from Berlin states that very satisfactory results have recently been obtained by the Junkers aircraft construction firm in flights made with their new heavy-oil engine, which is the first European compression ignition engine to fly. This engine embodies several novel features and is considered to be undoubtedly the furthest developed engine of this type in the world. During the test trials fifteen hours were flown, of which eight hours constituted a continuous flight, and since that time it has been run for over 300 hours, when some long flights were carried out, and it is therefore admitted to have reached the practical stage.

It is stated that the engine develops 850 h.p. at 1,300 revolutions, with a fuel consumption of about 25 per cent less per h.p.-kilometre than that of a gasolene engine of comparable specification.

The outstanding feature is the elimination of electrical apparatus, which not only simplifies the engine and reduces the risk of secondary failure, but also minimizes the chance of fire and greatly assists clearer wireless reception.

The experiments are considered of great importance since by saving a considerable proportion of fuel costs in commercial operations, one of the most difficult economic problems confronting civil aviation in Germany and elsewhere may be solved.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

NETHERLANDS' FOREIGN TRADE DURING FIRST HALF OF 1929

J. C. Macgillivray, Canadian Trade Commissioner

Rotterdam, August 5, 1929.—The aggregate foreign trade of the Netherlands shows a slight increase for the first half of 1929 in comparison with the same period in 1928, the respective figures being 2,285,722,483 fl. and 2,276,-922,940 fl. against 2,124,538,131 fl. for the first six months of 1927 and 1,992,-988,529 fl. for the first six months of 1926.

Considerable satisfaction is felt because of the increase in exports and the decrease in imports which was noted during the current period, the former having risen to 960,409,168 fl. from 933,787,654 fl. in 1928 and the latter decreasing to 1,325,313,305 fl. from 1,343,185,286 fl.

The official trade statistics divide both imports and exports into fifteen principal groups. When comparing the former with the figures for 1928, it is noted that there is a decline in nine groups and an increase in six, the latter being minerals and metals, oil, glass and miscellaneous products. The most important decreases were in the vegetable products, flour and foodstuffs groups. The rise in the value of exports was for the most part due to the sharp upward movement of electrical and radio apparatus, which increased by over 400 per cent or from 9,191,000 fl. to 39,142,000 fl.

The figures illustrating the leading groups of commodities in thousands of guilders are appended:—

	Imports		Exports	
	1928	1929	1928	1929
	In Thousands of Guilders			
Animals and animal products ...	50,658	46,451	250,845	246,303
Vegetable products	361,969	346,104	102,196	112,800
Minerals and metals..	238,915	246,113	89,087	97,931
Flour and flour manufactures..	32,159	22,349	23,240	24,814
Chemical products, medicines ..	33,376	33,308	25,025	28,010
Oil, resin, gum, balsam, pitch, etc.	75,139	79,277	84,100	79,268
Wood and manufactures of wood	55,618	55,523	8,762	7,721
Hides, skins, leather, leatherwork	41,929	35,932	36,410	26,592
Yarns, rope, textiles, clothing ..	164,333	164,116	115,786	114,097
Earthenware, porcelain, brick ..	11,235	10,095	5,866	6,311
Glass	7,575	9,693	3,479	4,149
Paper	20,022	21,624	23,125	23,300
Foodstuffs	97,767	84,881	66,401	52,810
Vehicles, vessels, aeroplanes.. ..	36,233	42,018	33,759	33,536
Miscellaneous products	116,818	127,829	65,657	102,766
	1,343,747	1,325,313	933,737	960,409

GEOGRAPHICAL DISTRIBUTION OF TRADE

Germany's position as the first country with which Holland trades was strengthened during the period under review, imports of German merchandise having risen in value from 351,436,177 fl. in 1928 to 377,981,832 fl. in the first six months of 1929, which figure represents 29 per cent of the imports from all countries. Exports to Germany fell slightly from 221,756,601 fl. to 220,972,220 fl.

The principal imports from Germany in their order of importance were iron and steel, implements, coal and coke, textiles, clothing, saltpetre, artificial manure, and paper and paper ware. Among the exports to Germany butter, eggs, fresh vegetables and cheese occupy leading positions.

The United States follow Germany as second among the countries exporting to Holland although there is a wide margin between them. During the six months imports of American merchandise stood at 141,249,289 fl. in comparison with 161,373,189 fl. in the first half of the preceding year. On the other hand, exports to the United States rose from 27,330,325 fl. to 31,074,365 fl.

Among the imports raw cotton still occupies the first place and accounts for nearly 23,000,000 guilders, and is followed by maize and cattle food. Other

products from the United States, together with their weight in metric tons and values in thousands of guilders, are as follows:—

Imports from the United States, January to June, 1929

	Weight in Met. Tons	Value 1,000 Fl.
Rendered animal fats	8,999	4,691
Oleo-oil	2,211	1,228
Honey	110	40
Wheat	49,186	5,426
Rye	3,153	360
Barley	50,244	4,702
Oats	583	51
Other cereals	10,477	1,108
Fresh or dried South fruit	4,727	1,166
Fresh fruit	9,123	2,201
Dried fruit	7,492	3,500
Canned vegetables	220	80
Hemp, etc.	29	13
Copper	1,285	1,411
Wheat flour	50,893	8,419
Timber	30,493	2,587
Leather	23	345
Paper and paper ware	205	205
Unmanufactured tobacco	5,603	6,072
Agricultural implements	2,597	4,745
Manufactures of rubber	766	1,841
Vehicles	5,664	9,098

Imports from the United Kingdom followed those from the United States with a value of 130,539,944 fl., which was a slight increase in comparison with 1928. Exports to the United Kingdom between the same periods declined from 205,634,811 fl. to 192,043,322 fl.

The leading imports from England are textiles, yarns, machinery, coal and coke, woollen goods, tin and tinware, iron and steel, clothing, vegetable oils, vehicles, tea, and chemical products.

Dutch exports to the United Kingdom are practically all foodstuffs. The most important of these, together with their weights in metric tons, are as follows: Milk, milk products and casein, 68,705; fresh vegetables, 45,322; salted meat, 26,282; vegetable oils, 26,237; flour n.o.p., 26,193; margarine, 24,021; pulses, 14,425; sugar, 10,521; eggs, 10,015; canned vegetables, 6,886; cheese, 5,252; fruits neither fresh nor dried, 4,472; fish, 4,398; butter, 3,893; seeds other than vegetable and flower seeds, 2,030; potatoes, 1,106; fresh fruit except Southern fruit, 552.

Apart from foodstuffs, textiles, paper and paperware and rags ran into substantial figures.

Germany, the United States, and the United Kingdom share with Belgium, France and the Dutch East Indian colonies the bulk of Holland's foreign trade. During the period being dealt with, imports from both France and Belgium fell, as also did exports to France. On the other hand, exports of Dutch merchandise to Belgium rose from 75,977,000 fl. to 94,406,000 fl.

As far as the Netherlands East Indies are concerned, imports came to 69,584,030 fl. during the six months—a decrease of over 3,000,000 guilders in comparison with the same period of 1928. On the other hand, exports from the mother country rose from 90,236,625 fl. to 97,506,051 fl.

TRADE WITH CANADA

There are no complete figures available showing the position of Canada in Holland's foreign trade during the first half of the year, and the only guide available is a number of the principal commodities. The principal imports from Canada together with their weight in metric tons and values in thousands

of guilders, as well as comparative figures for the first half of 1928, are appended:—

	1928		1929	
	Met. Tons	1,000 Glds.	Met. Tons	1,000 Glds.
Honey	175	53	96	36
Fishmeal	478	....	....	....
Wheat	74,358	9,931	64,193	7,146
Maize	....	....	11,357	1,209
Rye	10,890	1,451	6,200	679
Barley	7,386	911	41,635	3,879
Oats	6,174	825	6,566	660
Buckwheat	....	....	422	54
Fresh fruit	....	....	126	32
Lead in blocks	1,977	521	684	199
Linseed cakes	713	95	....	....
Asbestos	126	34	146	42
Wheat flour	3,373	603	6,084	948
Other flour	....	....	284	15
Rolled oats	....	....	515	132
Fish oil	....	....	1,170	397
Mowing machines	128 units	....	....	....
Automobile tires	....	....	6,719	206

Although there are decreases in the value of honey, wheat, rye, oats, and pig lead, increases in most of the other products leave the relative position of each period much the same with 1929 showing a slight total increase. The decrease in the cereals has been helped by big crops and low prices from the Argentine, while Russian competition from the Crimea has slowed up the sale of Canadian honey.

A review of the incomplete figures which are available dealing with Dutch exports to Canada indicates that there has been an increase in most of the important commodities which are listed. The comparative figures showing the weights and values for the first six months of 1929 and the corresponding period of 1928 are appended:—

	1928		1929	
	Met. Tons	1,000 Glds.	Met. Tons	1,000 Glds.
Bulbs	69	62	40	44
Plants and shrubs	645	312	696	366
Barbed wire	....	....	296	41
Rice	231	54	355	74
Potato flour	470	87	602	89
Paints	1,263	276	1,447	288
Cocoa butter	513	929	1,210	1,681
Artificial silk, yarns	294	1,167	517	1,782
Cordage	50	44	6,155	3,699
Dry goods	60	304	92	457
Strawboard	399	35	303	26
Cocoa powder	182	59	215	61
Gin	350	321	297	268

Cordage, which includes rope and binder twine, has shown the most spectacular rise and has superseded artificial silk yarn as the most important single commodity. The increased exports of cocoa butter and potato flour are also worthy of note.

COMMERCIAL TRAVELLERS' SAMPLES IN BELGIUM

H. Jones, Office of the Trade Commissioner

Brussels, July 31, 1929.—In connection with the Belgian Customs Law, which provides for a refund of the duty paid on the importation of samples of dutiable and unprohibited goods when re-exported from Belgium, provided that the quantity or value of such goods is not so great as to take away their character of samples—(see report on the subject in *Commercial Intelligence Journal* No. 1202: February 12, 1927, page 188)—the Belgian Customs Department has ruled, under date of April 2, 1929, as follows:—

That in view of the exigencies of the trade and the necessity of presenting a collection of samples sufficiently large to allow of a proper appreciation of the goods, and which, for certain trades, must comprise a large number of articles of high value, such as collections of raw furs (pelleteries) and objects made of precious metals, the following articles shall benefit by the Samples Law without regard to the value of each article or to the total value of the shipment imported:—

(1) Dressed skins (furs) constituting articles of clothing (toques, scarves, capes, handkerchiefs, mantles, etc.).

(2) Collections of assorted skins (raw furs) for the confection of fur objects.

(3) Jewellery, jewels, gold and silver goods (objects of gold, platinum, silver and silver-gilt (vermeil), set with stones or pearls or not.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chambers of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

716. Potatoes, etc.—A firm of commission agents in Havana desire to represent Canadian firms exporting potatoes, onions, tinned sardines, bacon, etc.

718. Dried Codfish.—Importer in Panama is desirous of establishing connection with exporter of dried codfish. Quotations c.i.f. Panama.

719. Canned Lobster.—Importer in Panama is desirous of establishing connection with exporter of canned lobster. Quotation c.i.f. Panama.

720. Canned Salmon.—Importer in Panama is desirous of establishing connection with exporter of canned salmon—sockeye, reds, medium red and chums. Quotation c.i.f. Panama.

Miscellaneous

721. Electric Household Equipment.—A Hongkong firm of electrical engineers and contractors request detailed prices and specifications of all types of electric household appliances (irons, hotplates, kettles, toasters, etc., wired for 200 volt).

722. Electric Lighting Fixtures.—A Hongkong firm of electrical engineers and contractors request prices and specifications of all types of electric lighting equipment.

723. Stearic Acid; Paraffin.—A firm of commission agents in Havana desire to represent Canadian firms exporting stearic acid and paraffin for the manufacture of candles.

724. Glucose.—A manufacturer of caramels in Buenos Aires is desirous of importing glucose from Canada. Communicate particulars to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Cherbourg and Southampton.—Montroyal, Aug. 27 and Sept. 17; Empress of Australia, Sept. 3 and 24; Empress of Canada, Sept. 6; Empress of Scotland, Sept. 10—all Canadian Pacific.

From Montreal

To Avonmouth.—Nubian, Aug. 28; Nessian, Sept. 7—both White Star Line; Kastalia, Sept. 18; Salacia, Sept. 28—both Anchor-Donaldson.

To Belfast.—Minnedosa, Aug. 31 and Sept. 28; Melita, Sept. 14; Duchess of Richmond, Sept. 21—all Canadian Pacific; Dunaff Head, Sept. 10; Lord Downshire, Sept. 20; Fanad Head, Sept. 26—all Head Line.

To Cardiff and Swansea.—Nubian, Aug. 28; Nessian, Sept. 7—both White Star Line; Kastalia (does not call at Swansea), Auchor-Donaldson, Sept. 18.

To Dublin.—Dunaff Head, Sept. 10; Lord Downshire, Sept. 20; Fanad Head, Sept. 26—all Head Line.

To Dundee.—Cairnross, Thomson Line, Sept. 20.

To Glasgow.—Minnedosa, Aug. 31 and Sept. 28; Metagama, Sept. 13; Melita, Sept. 14—all Canadian Pacific; Letitia, Sept. 6; Corinaldo, Sept. 13; Athenia, Sept. 20; Carmia, Sept. 27—all Anchor-Donaldson.

To Hull.—Incemore, Furness Line, Sept. 5.

To Liverpool.—Duchess of Bedford, Aug. 28; Duchess of York, Sept. 4 and 27; Duchess of Atholl, Sept. 11; Melita, Sept. 14; Duchess of Bedford, Sept. 18; Duchess of Richmond, Sept. 21; Minnedosa, Sept. 28—all Canadian Pacific; Laurentic, Aug. 31 and Sept. 28; Doric, Sept. 7; Regina, Sept. 21—all White Star Line; Andania, Aug. 30; Antonia, Sept. 13—both Cunard Line.

To London.—Beaverford, Aug. 30; Beaverhill, Sept. 6; Beaverburn, Sept. 13; Beaverbrae, Sept. 20; Beaverdale, Sept. 27—all Canadian Pacific; Canadian Rancher, Sept. 3; Canadian Planter, Sept. 13; Canadian Inventor, Sept. 23—all Canadian National; Ascania, Aug. 30 and Sept. 27; Alaunia, Sept. 6; Aurania, Sept. 13; Ausonia, Sept. 20—all Cunard Line; Incemore, Furness Line, Sept 5; Megantic, Sept. 5; Calgaric, Sept. 19—both White Star Line.

To Manchester.—Manchester Producer, Aug. 29; Manchester Regiment, Sept. 5; Manchester Commerce, Sept. 12; Manchester Citizen, Sept. 19; Manchester Brigade, Sept. 26—all Manchester Line.

To Newcastle and Leith.—Cairnvalona, Aug. 30; Cairnglen, Sept. 6; Cairnmona, Sept. 13; Cairnross, Sept. 20—all Thomson Line.

To Southampton.—Montclare, Aug. 29 and Sept. 26; Duchess of Richmond, Aug. 31; Metagama, Sept. 12; Montcalm, Sept. 18—all Canadian Pacific; Megantic, Sept. 5; Calgaric, Sept. 19—both White Star Line.

To Antwerp.—Canadian Rancher, Sept. 3; Canadian Planter, Sept. 13; Canadian Inventor, Sept. 23—all Canadian National; Montclare, Aug. 29; Beaverford, Aug. 30; Montrose, Sept. 13; Beaverburn, Sept. 13; Montclare, Sept. 26; Beaverdale, Sept. 27—all Canadian Pacific.

To Bordeaux and Havre.—Hada County, Sept. 5; Kent County, Sept. 18—both County Line.

To Bremen.—Crefeld, North German Lloyd, Sept. 14.

To Copenhagen and Baltic Ports.—Copenhagen, Aug. 28; Kentucky, Sept. 17—both Scandinavian-American Line.

To Hamburg.—Beaverhill, Sept. 6; Montcalm, Sept. 18; Beaverbrae, Sept. 20—all Canadian Pacific; Emden, Sept. 6; Brant County, Sept. 13; Labelle County, Sept. 20; Elmshorn, Sept. 27—all County Line; Crefeld, North German Lloyd, Sept. 14.

To Norwegian Ports.—Topdalsfjord, Norwegian-American Line, late August.

To Rotterdam.—Grey County, Sept. 7; Labelle County, Sept. 21—both County Line.

To South France and Italian Ports.—Valleluce, Lloyd Mediterraneo Italian Service, Sept. 15.

To South African Ports.—New Georgia, Sept. 7; Cochrane (also calls at Sierra Leone), Sept. 23—both Elder Dempster Line.

To South American Ports.—Canadian Skirmisher, Canadian National, Sept. 20.

To Australian Ports.—Misty Law, New Zealand Shipping Co., Aug. 31; Canadian Leader, Canadian National, Sept. 14.

To New Zealand Ports.—Canadian Transporter, Canadian National, Sept. 25.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, Sept. 7; Colborne, Sept. 21—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Somers, Aug. 31; Cathcart (Kingston only), Sept. 7; Lady Rodney, Sept. 14; Cavelier (Kingston only), Sept. 21—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Peter Maersk, Aug. 30; Agnete Maersk, Sept. 13; Spica, Sept. 27—all Ocean Dominion.

To St. John's, Nfld., and Charlottetown, P.E.I.—Rosalind, Furness-Red Cross Line, Sept. 6 and 20.

To Cornerbrook.—North Voyageur, Aug. 26, Sept. 9, and Sept. 23; New Northland, Sept. 4 and 18—both Clarke SS.

To Victoria and Vancouver.—Canadian Seigneur, Canadian National, Sept. 15.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Aug. 29; Lady Drake, Sept. 12; Lady Nelson, Sept. 26—all Canadian National.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday, and Saturday.

From Halifax

To Bourdeaux.—Roussillon, Aug. 31; La Bourdonnais, Sept. 21—both Furness, Withy

To Liverpool.—Nova Scotia, Furness, Withy, Sept. 7.

To London.—Missouri, Leyland Line, Sept. 4.

To Londonderry and Glasgow.—Caledonia, Aug. 26; California, Sept. 2—both Cunard Line.

To St. John's, Nfld.—Fort St. George, Aug. 27 and Sept. 10; Nerissa, Sept. 3 and 17; Nova Scotia, Sept. 7—all Furness, Withy; Farnorth, Farquhar SS., Aug. 30 and Sept. 13.

To St. Pierre-Miquelon.—Farnorth, Aug. 30 and Sept. 7; Fernfield, Aug. 31—both Farquhar SS.

To Kingston (Jamaica).—Cavelier, Aug. 27; Cathcart, Sept. 10—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Champlain, Aug. 29; Chomedy, Sept. 12; Colborne, Sept. 26—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Sept. 6; Lady Drake, Sept. 20—both Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Sept. 4; Ottar, Sept. 18—both Pickford & Black.

To Havana.—Yorck, Furness, Withy, Aug. 30.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of France (does not call at Nagasaki), Aug. 29; Empress of Russia, Sept. 12—both Canadian Pacific.

To Yokohama, Koobe, Miike and Hong Kong.—Talthybius, Aug. 27; Ixion, Sept. 17—both Blue Funnel.

To Yokohama, Osaka, Dairen and Sanghai.—Paris Maru, Osaka Shosen Kaisha, Sept. 6.

To Auckland, Wellington and Lyttelton.—Golden West, Oceanic and Oriental Navigation Co., Sept. 11.

To Hoholulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, Sept. 18.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Roxen, Transatlantic SS., September.

To Wellington, Melbourne and Sydney.—Waihemo, Canadian-Australasian Line, Sept. 1.

To Napier, Nelson, Lyttelton, Dunedin Bluff and New Plymouth.—Waitemata, Canadian-Australasian Line, Sept. 12.

To Manchester.—Pacific President, Sept. 7; Pacific Enterprise, Sept. 21—both Furness Pacific.

To Liverpool, Southampton, London and Rotterdam.—Nictheroy, Aug. 29; Loch Goil, Sept. 12; Drechtdyk, Sept. 26—all North Pacific Coast Line.

To Hamburg, Bremen and Antwerp.—San Francisco, Hamburg-American Line, Aug. 31.

To Hamburg, Bremen, Rotterdam and Antwerp.—Noorderdyk, Sept. 11; Moerdyk, Sept. 17—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—Alaska, Sept. 14; La Marseillaise, Sept. 28—both French Line.

To Babcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Cellina, Navigazione Libera Triestina, Sept. 14.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Villanger, Westfal-Larsen Line, Sept. 5.

To Quebec and Montreal.—Canadian Prospector, Aug. 31; Canadian Ranger, Sept. 15—both Canadian National.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

OCT 2 1929

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, August 31, 1929 No. 1335

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PRELIMINARY SURVEY OF HONGKONG MARKET PROSPECTS

Paul Sykes, Canadian Trade Commissioner

Hongkong, July 30, 1929.—It has been pointed out in previous reports on the Hongkong market that the Colony of Hongkong itself offers a comparatively small field for cultivation by exporters, but that, as a distributing centre from which foreign goods are sent out to South China ports and thence to inland centres for consumption, its importance is outstanding. This importance is not restricted to the mere transhipment of freights—a matter which has little concern for exporters—but is based on the fact that it is from Hongkong that a major portion of such trade is directed. Many British and other European firms, as well as numerous Chinese houses, operating both as buyers and agents of exporters in overseas countries, centre their activities in Hongkong and maintain touch with the market of South China through branch houses, salesmen or local dealers.

Several factors which influenced the development of Hongkong as a distributing centre still obtain and appear capable of ensuring its permanence as one of the world's greatest seats of such trade. Not only is its geographical situation eminently suited for such a purpose, but its advantages as a free port, the security of property guaranteed by British government, and the increasing degree to which Chinese firms are operating from it as a centre—to mention only some aspects of the situation—all point to the same conclusion, and if it may be assumed that gradual increases in the standards of living of the popu-

lation of China may be accompanied by generally peaceful political conditions, the resulting trade in imported goods will serve to enhance the importance of Hongkong's position.

GENERAL ATTITUDE TOWARDS CANADIAN PRODUCTS

The attitude of the business community in Hongkong towards Canadian products can be described as generally favourable but somewhat apathetic, the latter being regrettably excusable on account of lack of familiarity with the variety and quality of the products of Canada's primary and manufacturing industries. Canadian goods, in other words, are known to the average business house in Hongkong as including only flour, ammonium sulphate, fish, leather, and a few other items. The fact that many other commodities are manufactured in Canada, and can be sold at prices which are competitive with those of manufacturers in other countries, is generally unknown. Many British firms, however, are favourably disposed towards Canadian products in preference to those of non-British countries, while not a few Chinese importers and agents, some of them with Canadian associations, are also prepared to accord every possible consideration to Canadian shippers who are seeking larger export trade to South China, or who contemplate original investigations of the market.

TYPES OF AGENTS OR BUYERS

The type or firm with which Canadian exporters to South China will establish contact must in many cases depend on the specific commodity in question. It is probably more noticeable in the case of Hongkong and South China than in that of many other countries that business will be carried on either through an agent, operating on commission, or by direct sales to several buyers. Large shipments to wholesalers, who are granted sole buying rights and who carry stocks, are rather uncommon, the general practice of the whole community being rather to order only for immediate requirements than to carry extensive stocks.

Import houses and agents operating in Hongkong and with connections throughout the South China market can be said to range from old-established British firms, whose activities include practically every type of business, down to individual Chinese agents. The larger and older British and European firms, through their many and long-standing associations, are able to exert important influences on the market, but are in many cases believed to be losing some of their former importance to Chinese traders, who are naturally better equipped to sense changes in consumptive requirements of the population, and who are also able to operate on much smaller profits or commissions. Some of the very small Chinese companies, in fact, may be specially recommended as agents on account not only of the low percentage which they require as commission, but also on account of the closer attention which they can devote to the lines in which they are dealing.

It must be noted with reference to small firms, however, that extreme caution must be exercised in arranging any business transactions. The standing of any company can always be ascertained through the office of the Canadian Trade Commissioner in Hongkong, and it is suggested that such action be taken whenever necessary.

CHIEF REQUIREMENTS OF AGENTS OR BUYERS

One of the first requirements of importers in Hongkong, where goods of many countries are sold in open competition, is that manufacturers who are seeking a local outlet for their products should submit samples with all original market inquiries. The Chinese merchant, frequently unfamiliar with details of manufacture and appearance of foreign-made commodities, but so situated

MAP OF SOUTH-EASTERN CHINA AND HONGKONG
Scale of Miles
0 10 20 30 40 50
English Statute Miles
HONGKONG
Miles
0 2 4 6 8 10
KWANGTUNG
HUNAN
KIANGSI
FUKIEN
CHINA SEA
SOUTH CHINA SEA
Foochow
Hinghwafu
Yungchun
Chuanchowfu
Amoy
Kiulung ki
Changchowfu
Hingchowfu
Tasin ki
Kanchow Ki
Kan Kiang
Nananfu
Tao Kiang
Sinchow
Pei Kiang
Canton
Chaochowfu
Han Kiang
Swatow
Mei Kiang
Tung Kiang
Victoria
HONGKONG (British)
Macao (Port.)
Mirs Bay
Sheungshui
Taipohn
Pingshan
Tsunwan
Kowloon
VICTORIA
Aberdeen
Tungchung
LANTOW I.
Lema Channel
Canton River
Prepared by
Natural Resources Intelligence Service
Dept. of the Interior, Ottawa

that he may be able to sell them, is quite properly disinclined to discuss his attitude towards their marketability until he has been given every opportunity of forming a considered opinion on the subject. On this account it is strongly recommended that all exporters who write to prospective agents or buyers, or who request market information from the Trade Commissioner, should invariably furnish representative samples of their products, c.i.f. Hongkong prices, and the terms and discounts which they are prepared to offer. The question of terms and discounts must depend both on the commodity with which transactions are concerned and on the type of firm selected for its distribution. Terms quoted for the Hongkong trade range from letter of credit to ninety days, and must be arranged to meet the best interests of both principals as far as possible. Importers of new lines are generally prepared to establish credits, once they are convinced of their ability to carry on a fair volume of business in them, but must occasionally be granted reasonable time for payment when there is any uncertainty about chances of completing prompt sales. Discounts, as far as many Chinese firms are concerned, may be left out of all quotations. Basic prices c.i.f. Hongkong with no reference to commission are frequently advisable, and will permit an agent or vendor to determine immediately his opportunities of competing and to adjust his profits to meet circumstances. This practice need not apply to British agents, but will probably be found most suitable for all others and will in these cases lead to best results.

Too great emphasis cannot be placed on the manner of approaching prospective clients. Trading practices of Chinese firms are based to a large extent on personal acquaintance and mutual understandings rather than the more formal codes of business as followed in Western countries, and in order that exporters may secure their confidence and co-operation, every attention should be given to such gestures as the provision of adequate samples and adoption of all available means of indicating a genuine desire to facilitate the establishment of new business and of mutually satisfactory relations.

GENERAL MARKET REQUIREMENTS

The South China market is pre-eminently one in which price is an unusually vital factor. It can be safely said also that the most evident means of increasing Canadian trade to South China is by careful cultivation of the market for such items of foods, wearing apparel, and other goods as are in constant demand and which can be sold for a small price per unit. Cigarettes, fruits, confectionery, and bulk commodities which can be sold in small packages such as flour, and piece goods are samples of the lines which meet such requirements and which are now being distributed in large quantities. The packages or containers in which such goods are sold exercise a strong influence on their chances of meeting a ready demand, while their availability at lowest possible costs, regardless of the size of units and to an almost equal extent of quality, is essential.

Prime cost must be put down as the first consideration of the individual buyer and, if necessary, quality must be adjusted to meet the price to which he is accustomed. Nor can there be exceptions to this rule, unless in a very few cases, for the market demands not only the same goods or type of goods with which it is familiar but will infrequently depart from customary practice unless it be on the inducement of lower costs.

SUGGESTIONS TO EXPORTERS

A few general suggestions may be of some value to exporters who are contemplating investigations of the Hongkong and South China market.

(1) The market must be regarded as that of South China, with a vast population of small purchasing power, but whose standards of living will show

gradual increases. Hongkong itself supports a European population of some 13,000 and a Chinese population of over 600,000, but should be considered mainly as a distributing centre for the South China territory.

(2) Increased trade to South China must depend to a large extent on the agency of Chinese traders in Hongkong.

(3) Such firms must be given all possible information regarding Canadian products.

(4) The influence of British firms is still very important and their attitude towards Canadian products favourable.

(5) A ready market exists for numerous low-priced goods and other articles in common use. In the case of all commodities price is of extreme importance.

(6) No engagements with little-known firms should be undertaken until their standing has been ascertained.

UNITED KINGDOM CROPS

Harrison Watson, Canadian Trade Commissioner

London, August 14, 1929.—A stage has now been reached when it is possible to obtain an idea, more or less definite, of the probable yield of cereals in England and Wales.

As was evident from previous memoranda issued by the Ministry of Agriculture, the continued lack of moisture must adversely affect the so-called "corn" crops, although not to the same degree as in the case of hay.

The Government report covering conditions on August 1 states that the general and prolonged drought was continued during the greater part of July. Rain fell in most districts during the last few days, but although the result is beneficial, the quantity is insufficient, more especially in the case of the root crops.

CEREALS

Upon the whole, however, the cereal crops have come through the ordeal fairly well, and harvesting, which is now general, has been conducted up to to-day under most favourable conditions. An unsatisfactory feature which is general is shortness in straw.

According to the Ministry's report, *wheat* has generally benefited from the dry conditions, and there are some good crops on the heavy lands, but the crop is rather thin on the lighter soils. Over England and Wales generally, the yield before cutting commenced was estimated at about 16⅘ cwt. or ½ cwt. per acre below the average of the ten years 1919-28, and 1⅓ cwt. per acre below the yield of last year.

Barley is a fairly satisfactory crop in most districts and improved during July, especially in the Eastern counties. The forecasted yield is about 15¾ cwt. or rather more than ½ cwt. per acre above the decennial average, but nearly 1½ cwt. per acre below the high yield of 1928.

Oats, especially early spring sown varieties, made very good progress during the month, but winter sowings are thin and patchy in most districts. The crop is working out better than was anticipated, the estimated yield being nearly 15 cwt. or rather more than ⅘ cwt. per acre above the average of the ten years 1919-28, but 1⅖ cwt. per acre below the crop of last year.

Beans are variable, fluctuating from almost total failure to fairly good yields. The forecast is for 14⅕ cwt. per acre or 2 cwt. per acre less than the ten-year average, and nearly 2½ cwt. below 1928.

Peas were saved by the rain, and fairly satisfactory returns are expected in most districts. The outlook is for 16 cwt. per acre, or more than $1\frac{3}{4}$ cwt. per acre less than the decennial average.

The memorandum includes the following estimates of yields. It should be noted that they were made when practically all the crops were still uncut, and are consequently subject to revision:

	1929 Acres	1928 Acres	Forecast 1929 Tons	Production 1928 Tons
Wheat	1,330,000	1,396,000	1,120,000	1,266,000
Barley	1,122,000	1,185,000	884,000	1,019,000
Oats	1,852,000	1,763,000	1,385,000	1,443,000

HAY

Weather conditions were eminently favourable for haymaking and enabled the harvest to proceed rapidly, while the crop was cut and stacked in excellent condition in most districts. While the result has been a marked improvement in the quality of the hay, yields remain very much under average. Moreover, at the end of July, prospects for second cuts were not promising.

On August 1, *seeds' hay* over the whole country was not expected to yield more than 22 cwt. per acre, or $5\frac{3}{4}$ cwt. below average. It is, moreover, estimated that meadow hay will not yield more than 15 cwt. per acre, or $5\frac{1}{4}$ cwt. under average. As the report states that haymaking had been practically completed except in some hill districts in the north of England and in Wales, the results of the 1929 crops are now pretty definitely known.

MARKET FOR HONEY IN SCOTLAND

G. B. Johnson, Canadian Trade Commissioner

Glasgow, August 7, 1929.—The trade in honey in Scotland is assuming large proportions and its use is increasing rapidly. Its growing popularity is no doubt due to some extent to advertising, and to the fact that it is being increasingly recommended by doctors as a valuable addition to the diet.

An Edinburgh firm who buy Canadian honey in bulk and bottle it are confident that it has a great future in Scotland, individual buyers having expressed themselves as pleased with the fine quality of this product. In the interest of the Canadian shippers they emphasize strict attention to uniform grading. Colour is a big factor. Whereas pure whites are favoured in some countries, this is not the case here. Light ambers are preferred, and these have been coming forward from Canada in perfection.

New Zealand honey is and will be Canada's greatest competitor. Sales of this honey in jars—"Imperial Bee" brand—are on the increase. The product is of extremely good quality, and judicious advertising has helped sales greatly. Selling to wholesalers in 1 pound jars at 14s. ($3.40) per dozen, less 10 per cent, "Imperial Bee" finds a ready market all over Scotland, and is becoming very popular. Many wholesalers will stock no other kind, and there is nothing to prevent New Zealand from taking the bulk of the trade in Scotland if advertising is maintained as it has been done for the past year or two. In the opinion of the Edinburgh firm referred to above, there is nothing to choose between "Imperial Bee" and Canadian honey. The former is always a light amber which, as has been stated, is the favoured shade in Scotland.

Large quantities of Californian honey are shipped to Scotland. The grades are lower than Canadian, and the honey is much cheaper. It has, in years past, been sold as low as 40s. per cwt. c.i.f. Leith (8·7 cents per pound). With the working classes Californian honey has been in favour for a long time, prin-

cipally owing to its moderate price. The new regulation which requires it to be marked "blended imported" may have some effect on importations. Buyers prefer to stock Empire produce, and Canadian and New Zealand honeys are labelled as such. Canadian shippers are strongly advised to ship the best grades only, at reasonable prices.

Attention is drawn to the fact that many ½-cwt. cans of Canadian honey show granulation to a large extent, this being particularly noticeable at one end of the can where a layer of from two to five inches is usually quite sugary. Smoothness throughout the can will always be a big factor in the successful marketing of any honey, and in this New Zealand scores. This granulation does not seem to occur—or not to the same extent—in the 3-cwt. barrels. A judicious advertising campaign—and that should be begun early in the Fall—would be a strong factor in promoting Canadian sales.

Samples of honey are often sent in 1 pound tins. It is a mistake to put up honey in this form to sell in this market. The public wish to see what they are buying, and for this purpose glass jars are essential. The truth of this was borne out at the Canada Shop in Glasgow, open for three weeks in connection with Canada Week in Glasgow in April last. There was a great run by the public on Canadian honey in glass jars, but the 1 pound tins remained largely on the shelves. It is, of course, impossible owing to weight and breakage to ship honey from Canada in glass jars, and the obvious course is to send it in bulk for bottling here. It should be packed in 56-pound cans (½-cwt.), but 50- or 60-pound tins would do, although less convenient for this market, or it could come in 3-cwt. barrels (336 pounds).

Canadian exporters may be placed in touch with a first-class firm here who wish to import in bulk and bottle for distribution to the wholesale trade. They have handled five tons of Canadian honey in the last few months, and state that they cannot get enough. The name of this firm is available at the Department of Trade and Commerce, Ottawa, together with the price they are now paying.

WEST OF ENGLAND ECONOMIC SITUATION

Lester S. Glass, Assistant Trade Commissioner

BIRMINGHAM

Bristol, August 12, 1929.—The fine dry weather of the past two months has been ideal for outdoor work and it has given an impetus to the constructional engineering trades. Building of every description has been quite active, and the railroads have finally embarked upon the long-looked-for station-improvement and bridge-building program.

Prices for pig-iron have remained firm and sales have been satisfactory. Purchases have slackened off slightly, but in view of the season of the year buying is regarded as unusually active. Owing to the uncertain situation as regards hours in the mining industry iron prices are expected to stiffen. Continental prices, on the other hand, are on the downward trend, but this is believed to be a temporary condition. In the non-ferrous metal trades business is slack. This is attributed to recent falls in raw metal and to the anticipation of a further drop. Business in general hardware has been quite active, particularly in enamelled hollow-ware, upon which a safeguarding duty was placed about a year ago.

BIRMINGHAM AVIATION

Birmingham is planning on entering the civil aviation field with ten routes connecting that city with London, Paris, Hull, Hamburg, Liverpool, Dublin,

Belfast, Manchester, Glasgow, Edinburgh, Harwich and Southampton, with an additional line during the tourist season to the Isle of Man. It is expected that the fares will be approximately equal to those of first-class rail or boat, and that the machines will average 100 miles per hour.

LEICESTER AND NORTHAMPTON

Compared with last summer, conditions in the boot and shoe industry have shown an improvement. The motor-vehicle habit in England within the past year or two has had a decided influence on the consumption of boots and shoes. In the hide and leather section trade has continued to be slow. Sole leather has been in fair demand, but mostly for medium-grade stocks.

In knitted goods, with which the name of Leicester is associated, Continental competition has been strong in many of the fancy sports lines, although for light knitted wool outerwear there has been a splendid demand and in the factories engaged in this branch considerable overtime is reported. The holiday season brought an active demand.

COVENTRY AND WOLVERHAMPTON

The automobile trades have enjoyed a good year, particularly in the light cars which have continued to find favour abroad. There are to be no price decreases in the 1930 models and in several an advance is to be made. Firms manufacturing char-a-banc and heavy commercial trucks have enjoyed a particularly fine season, and the same applies to motor cycles and bicycles.

Firms engaged in the edge tool and machine tool trades are active, and in the heavy industries of South Staffordshire some of the works have orders which will carry them on until the end of the year.

SOUTH WALES

The demand for Welsh coal has continued with only a slight falling off, but coal producers have been again faced with a scarcity of shipping. This is due in the main to two factors. Just after the war and up until a short time ago there was little or no demand for the small boats required in the trade between England and France and replacements have not been made and a short time ago Russia chartered a large number of the remaining boats for the shipping of timber during the summer season. A few weeks ago it was found necessary, although orders were plentiful, to shut down a number of the large pits in Wales owing to accumulations of stocks. Prices are still well above the stabilization minimum and shipments better than last year.

In the tinplate trade of southwest Wales a slackening off took place about the beginning of the month, accompanied by a fall in prices, but there has since been a recovery, many of the works are booked up to the end of the year, and inquiries are coming in fast.

BANK CLEARINGS

The following are the bank clearings for the three principal cities in the Bristol area:—

	Month of July		Percentage	Aggregate Weekly Totals to Aug. 3	
	1928	1929	Inc. or Dec.	1928	1929
Birmingham	11,059,000	12,392,000	+12.0	85,030,600	83,057,700
Bristol	5,522,000	5,453,000	— 1.2	37,718,000	36,858,000
Leicester	4,084,000	4,184,000	+ 2.4	27,489,100	26,013,700
	20,665,000	22,029,000	5.2	150,237,700	145,929,400

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

C. Hartlett, Office of the Trade Commissioner

Melbourne, July 25, 1929.—In all the commercial centres of Australia business generally is reported to be dull, although a slightly more optimistic tone prevails in comparison with a month ago. The recent increase in overseas values of wheat and slightly better prospects for the forthcoming wool clip are factors of an encouraging nature, but the absence of normal rains in some of the states at this time of the year is causing much anxiety to wheat growers and other primary producers. Unfortunately the recent extensive strike of timber workers, though settled in this State of Victoria a month ago, still continues in New South Wales, where failure has also attended all efforts to effect a settlement of the industrial troubles on the coalfields which have so severely affected the many industries dependent on coal.

COMMONWEALTH ARBITRATION COURT

In order to remove the duplication of Commonwealth and State control in labour disputes, the Commonwealth Government has decided to submit to Parliament proposals for the withdrawal of the Commonwealth from the field of industrial arbitration. It is considered that the present dual control has prevented the system operating effectively, and that by the abolition of the Commonwealth courts the procedure in the State courts will be simplified and the way perhaps opened for the trial of other methods for the settlement of industrial disputes. Labour interests are organizing opposition to the Government's proposals on the ground that they are part of a general offensive move against the wages, hours of work, and general standards of living of wage-earners.

OVERSEA TRADE

Recently issued figures of the oversea trade of Australia for the eleven months ended May 31 show that imports were valued at £130,807,178, or £6,593,026 less than for the corresponding period of last year. On the other hand, exports increased to £137,342,995, a gain of £4,418,684. These figures indicate that at the end of the financial year there will be a favourable balance of trade in the excess of exports over imports for the first time since 1922. In the previous year imports exceeded exports by £4,475,893.

REVENUE RECEIPTS

The Commonwealth Treasurer announces a deficit of £2,338,000 for the financial year ended June 30, the chief reason for the deficit being a shortage in Customs and Excise revenue, which returned £41,058,000 instead of the estimate of £43,300,000, a decrease of £2,242,000. As a slight set-off against this decrease, the receipts from other sources of revenue exceeded the estimate by approximately £135,000. Land tax realized £2,989,000, or £389,000 more than the estimate, and income tax £9,841,000, or £709,000 less than the estimate. Succession duties produced £2,080,000, or £480,000 more than estimated, and the postal, telegraph and telephone services (£12,792,866) returned a surplus of £180,000.

IMPERIAL PREFERENCE

The possibility of the withdrawal of the present tariff preferences on Dominion foodstuffs imported into the United Kingdom is causing much anxiety in Australia. In a recent statement the Commonwealth Prime Minister said that he had communicated with the British Government pointing out the effects

that would result to various Australian industries, and had given Australia's view on the matter as far as possible without actually going to the point of interfering, or attempting to interfere, with Britain's fiscal policy. The reply was in favour of a conference of representatives of the Dominions to consider the present economic position of the Empire and the methods by which a greater and freer inter-Imperial trade could be promoted. The general feeling now is that such a conference would find a solution of the problem, and an announcement of the date upon which it is to be held is awaited with interest.

NAVIGATION ACT

The Commonwealth Tariff Board has concluded the public section of an extended inquiry into the Government's proposal to repeal the coastal clause of the Navigation Act and to substitute some other form of protection to Australian shipping. The clauses in question require that oversea vessels trading between Australian ports shall observe Australian wages awards, hours of labour, living conditions, etc., which in the absence of sufficient volume of trade it is not possible to do on a profitable basis. The movement for the inquiry originated in the Island State of Tasmania, in which the opinion is strongly held that the act has had a very retarding effect on trading connections and intercourse with mainland ports. It will probably be some time before the report of the board is made public.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—A sharp advance has taken place in the price of Australian wheat. About a week ago quotations were as high as 6s. 3d. ($1.52) per bushel f.o.b. This was occasioned by continued reports of the absence of rains in Canada and the United States and the consequent effect on the spring crop yields, also on account of adverse weather conditions in many of the wheat-growing areas in Australia. Prices have since declined to some extent, and to-day are 5s. 9d. ($1.40) per bushel for August shipment and 6s. ($1.46) for September shipment. These prices compare with 4s. 8½d. ($1.15) per bushel a month ago.

Flour.—In sympathy with higher wheat prices, flour also advanced and some fair business was done with the United Kingdom and the East. Export trade, however, has since become very quiet and local millers are holding off in the hope of lower wheat prices.

To-day's prices of standard flour on the basis of per ton of 2,000 pounds, f.o.b. steamer, are:—

Packed in bags of 140 to 150 pounds gross	£11 15s.	($57 18)
Packed in bags of 98 pounds to 101 pounds gross	12 0	(58 40)
Packed in calico bags of 49 pounds gross..	12 10	(60 83)

Freight Rates.—An increase of 2s. 6d. (61 cents) per ton is announced in the parcel freight rates on wheat and flour for August/September shipment from Australia to the United Kingdom and Continental ports. The rate on wheat to the United Kingdom and the Continent will therefore be 22s. 6d. ($5.48) and to Alexandria 25s. ($6.08), but to South Africa the present rate of 20s. ($4.87) will remain unchanged. On flour the rate in each case will be 2s. 6d. (61 cents) higher than that on wheat.

AUSTRALIAN APPLE EXPORTS, 1929

C. Hartlett, Office of the Trade Commissioner

Melbourne, July 25, 1929.—The Australian apple export season 1929 has now closed with a total of 1,524,760 bushel cases. This compares with 3,700,000 cases in 1928 and shows a decrease of 2,175,240 cases.

The countries to which shipments were made from Australia in 1929 and the quantities in cases were: United Kingdom, 798,145; Germany, 591,190; Sweden, 59,151; Holland, 30,718; Far East, 27,866; India, 10,434; Egypt, 5,119; Denmark, 1,003; Belgium, 610; France, 389; and the Pacific Islands, 135.

Owing to the decreased yield last season, apple supplies in Australia are now becoming short, with consequent high prices to the consumer. The embargo against importation from Canada and the United States because of the existence of fire-blight in those countries will not allow of relief until the new crop becomes available early next year.

NEW AUSTRALIAN INDUSTRY

C. Hartlett, Office of the Trade Commissioner

Melbourne, July 25, 1929.—A plant capable of producing 1,250,000 yards of leather-cloth and 500,000 yards of rubber-cloth annually was recently opened near Melbourne in the presence of the Premier of Victoria and a large number of leading business men. The operating company is known as the Leathercloth Pty. Ltd., and is a joint enterprise of Imperial Chemical Industries of London and du Pont de Nemours of Wilmington, United States, the capital being £400,000.

It was stated at the opening ceremonies that the plant covers 3½ acres and, in equipment and in the technical knowledge of the experts brought from England and the United States to train Australian supervisors and operatives, was in advance of anything of the kind in any part of the world.

Imports of leather-cloth into Australia during 1927 amounted in value to £442,707 and in 1928 to £310,048. In the latter year supplies from the United States were valued at £194,325 and from the United Kingdom at £112,685.

Leather-cloth was previously admitted into Australia at tariff rates of 5 per cent if from the United Kingdom and 15 per cent if from elsewhere, but on the first of this month deferred duties of 20 per cent and 35 per cent respectively became operative, presumably to give adequate protection to the produce now to be made in Australia.

AUSTRALIAN SHEEP AND WOOL

C. Hartlett, Office of the Trade Commissioner

Melbourne, July 25, 1929.—The Commonwealth Statistician has made available some interesting statistics of the number of sheep and of the wool production of Australia.

SHEEP

It is estimated that at the end of the calendar year 1928 the number of sheep in Australia reached 106,115,000, the highest total recorded since 1891, when the figures were 106,421,068.

After that year the number gradually declined through drought and other causes, until in 1902 the figures totalled only 53,675,210, or just about half of what they were eleven years earlier. Following a succession of good seasons,

the losses were quickly regained, and during the twenty years 1905 to 1924 the numbers fluctuated from 80,000,000 to 90,000,000. Stimulated by remunerative wool prices, the numbers increased by 10,000,000 in 1925, and, despite the very severe droughts in the interior of the continent, more than 100,000,000 sheep have been recorded during each of the last five years, culminating in the very high figures already noted in 1928.

The following table shows the number of sheep in each of the states:—

State	1891	1902	1928 (a)
New South Wales	61,831,416	26,649,424	52,700,000
Victoria	12,928,148	10,504,741	17,064,000
Queensland	20,289,633	7,213,985	18,076,608
South Australia	7,646,239	4,880,540	7,200,000
Western Australia	1,962,212	2,704,880	8,927,929
Tasmania	1,664,118	1,679,518	1,900,000
Northern Territory	99,302	42,122	10,000
Federal Capital Territory	(b)	(b)	236,563
Total	106,421,068	53,675,210	106,115,100

(a) Estimated. (b) Included with New South Wales.e

WOOL

The wool clip for the 1928-29 season is a record one, and is estimated to produce 950,000,000 pounds weight, or 424,108 tons of wool. This exceeds the previous record of 1926-27 by 26,000,000 pounds or 11,608 tons. Another point of interest is that, despite the fact that the number of sheep is slightly below that of 1891, the increase in the production of wool over that year is over 309,000,000 pounds weight, an increase of 48 per cent, which gives an approximate increased yield of 2 pounds per fleece.

The following table shows the estimated wool production and value, together with the average export price for the two periods:—

Year	No. of Sheep	Estimated Wool Production Quantity Lbs.	Value £	Average Export Price s. d.
1891	106,421,068	640,752,606	20,649,000	0 7.73
1928-29 (a)	106,115,100	950,000,000	69,779,000	1 5.63

(a) Estimated.

RANGES, RADIATORS AND WATER HEATERS FOR NEW ZEALAND

Tenders have been invited by the Public Works Department of the Government of New Zealand, for various lines of kitchen equipment. The closing date for this contract is October 8. Among the items included are the following:—21 electric ranges; 23 water heaters; 31 radiators; as well as wash-boilers, electric irons, etc.

Specifications are on file at the Department of Trade and Commerce, Ottawa (quoting file No. 18999).

INTERNATIONAL EXHIBITION OF RAILWAYS AND ROADS IN CHILE

In celebration of the third South American Railway conference which takes place in Santiaga, Chile, in September of this year, the National Exhibition of Railways and Roads is to be held from December 10 to 31 under the auspices of the National Society of Agriculture. All information regarding the exhibition, including terms for space, may be obtained on application to the Consul for Peru at Vancouver, or to the Department of Trade and Commerce, Ottawa.

TRADE OF SOUTH AFRICA IN 1928

C. S. Bissett, Canadian Trade Commissioner

III

Origin of Imports

The United Kingdom has always been the chief supplier of South Africa's imports, but although in recent years her annual trade has each year outrun the total of the previous year (1927 excepted), her percentage of the total trade of the Union has decreased each year since 1925.

For 1928 and 1927 the import statistics and percentages enjoyed by the principal suppliers follow:—

	1927	1928	Percentage 1927	Percentage 1928	Percentage Inc. or Dec.
Great Britain	£31,666,982	£32,660,819	46.9	45.2	+ 3.14
United States	11,330,212	12,803,333	16.8	17.7	+13.00
Germany	4,552,125	4,762,302	6.7	6.5	+ 4.62
India	2,406,037	2,477,497	3.5	3.4	+ 2.97
Canada	1,968,690	2,162,742	2.9	3.0	+ 9.85
Australia	1,541,368	2,070,210	2.3	2.8	+34.89
France	1,693,744	1,585,740	2.5	2.2	— 6.32
Belgium	1,257,702	1,553,987	1.8	2.1	+23.55
Holland	1,058,829	1,257,671	1.5	1.7	+18.77
Japan	1,046,943	1,233,315	1.5	1.7	+17.80
Sweden	1,263,648	1,171,348	1.8	1.6	— 8.75
Italy	868,346	1,012,602	1.3	1.4	+16.61
Other parts of British Empire	1,344,535	1,229,077	2.0	1.7	— 8.57
Other foreign countries	5,463,554	6,238,135	8.1	8.6	+14.18
Totals*	£67,482,715	£72,218,778			

In a year where the overseas imports increased by about 7 per cent, only France, Sweden, and "other" overseas parts of the British Empire failed to maintain the value of their shares of the total trade. In each case the decrease is relatively high on a percentage basis although the actual amounts are small. In addition to these countries, several others have not maintained their percentage shares of the total trade as compared with 1927, the most prominent being the United Kingdom, whose share dropped from 46·9 per cent in 1927 to 45·2 per cent in 1928. Others were Germany (6·7 per cent and 6·5 per cent respectively) and India (3·5 per cent and 3·4 per cent).

In comparing the percentage increase for the year of each country's trade with that of the previous year, Australia is the most outstanding, with an increase of 34·89 per cent, followed by Belgium, Holland, Japan, Italy, United States, Canada, Germany, United Kingdom, and India. From the point of view of volume the advance registered by the United States is easily the most important.

GREAT BRITAIN

Great Britain continued to hold her predominant position as South Africa's chief supplier. Although 1928 witnessed a further decrease in her percentage share of the total trade of the Union, her volume of trade increased by 3·14 per cent as compared with 1927. As yet no other country can be considered at the present time as likely to supplant Great Britain in her pre-eminent position.

In the various import classes the United Kingdom in 1928 supplied 43·9 per cent of animals, agricultural and pastoral products, and 13·1 per cent of foodstuffs; 74·8 per cent of beverages and non-potable spirits; 44·6 per cent of tobacco products; 61·3 per cent of fibres, yarns and textiles; 47·4 per cent of metals, metal manufactures, machinery and vehicles; 36·9 per cent of minerals, earthenware and glassware; 19 per cent of oils, waxes, paints, varnishes and resins; 43·3 per cent of drugs, chemicals and fertilizers; 54·5 per cent of leather,

rubber and manufactures; 6·9 per cent of woods and wood products; 57 per cent of books, paper and stationery; 58·3 per cent of jewellery, timepieces, and fancy goods; and 57·7 per cent of all miscellaneous articles. As Great Britain generally is an importer, not an exporter of foodstuffs and raw materials such as cereals, the timber class, and fuel oils, her pre-eminence in all the other import groups is striking. In these groups the most serious challenge comes from the United States in automotive goods and from Continental Europe in the cheaper kind of textiles for the native trade and various metal manufactures and machinery.

During 1928 Great Britain increased her volume in all the import classes except those of tobacco, metals, metal manufactures, machinery and vehicles, wood and wood products, but as compared with 1927 her percentage share of the total trade is down in all classes except oils, waxes, resins, paints and varnishes, which increased by 0·1 per cent, drugs and chemicals by 1·1 per cent, and books, paper and stationery by 1 per cent. In wood and wood products and in miscellaneous articles the percentage of the total trade remained stationary. In considering increased volumes and decreased percentages of total trade, it must be remembered that the total imports from overseas for 1928 increased by £4,736,063 (over 7 per cent) as compared with 1927. Precise figures for each class are contained in the large table published in a previous section of this report.

Generally the trade of Great Britain with South Africa embraces every item which is imported as opposed to that of almost all other countries, which is confined in the main to certain commodity classes and certain groups within those classes. It is only in recent years that Great Britain's share of the total import trade of the Union has dropped below 50 per cent. At one period during the war it exceeded 80 per cent but, with the resumption of normal commercial relations, trade has returned to its former channels, although commerce with foreign countries before the war was never at any time as important a feature relatively as it is to-day. South Africa's increased imports each year since 1918 have been outstanding and bear witness to the increasing development of the country. The 1928 figures exceed those for 1920 by 50 per cent. During that period Great Britain has consistently lost ground in so far as her percentage of the total trade is concerned although the value of her trade has steadily expanded. The trade slump following the war, coupled with overwhelming competition from low-exchange Continental countries employing cheap labour working long hours, has worked to her detriment, particularly in the staple industries. However, in the new industries, particularly specialties, the United Kingdom has more than held her own. Competition from the United States in many lines is increasing, but automotive goods and oils are the principal items affected. In the first of these items Great Britain's share has increased little since 1925, whereas that of the United States has increased rapidly and now constitutes about 35 per cent of her total trade. In the metals and machinery class the United States is also cutting into the trade in tools and machinery, and Germany has lately been prominent in the supply of wire manufactures, machinery of all kinds, various iron and steel products, railway locomotives and equipment, and in other divisions of this class. Canada has lost her motor trade except in one make, but is increasing her share of agricultural implements and electric stoves. Continental countries benefited generally in 1928 by a freight war which cut rates on many metal products, in some cases below cost, to the detriment of non-European countries. Belgium was the principal remaining competitor and specialized in fencing standards and droppers, wire and wire products, various steel products, and railway equipment. In textiles and textile products, India competes strongly in jute bags and unbleached cottons; Germany and the United States in cheap prints for the native trade; Japan in silk piece goods and cottons for the natives; and France, Italy, Switzerland, and Belgian in various

other lines. In woollens, Great Britain remains supreme and retains practically the whole of the trade in wearing apparel.

In rubber and leather goods, Great Britain increased her volume, but the United States and Canada, in the tire, tube, and canvas shoe sections, benefited appreciably. Germany in leathers, Czechoslovakia in women's footwear, France and Belgium in tires, tubes, leathers, and women's footwear, were the other principal competitors.

The remaining classes are small in comparison and fairly fully dealt with in previous sections.

With the passing of industrial depression in the staple industries of Great Britain, the relieving of unemployment and raising of costs of production in Continental countries, it is probable that Great Britain will be able to retain her present share of the Union's import trade in future years. Actually she has a number of advantages which appreciably strengthen her position in this market. A great number of the leading firms in the Union are branches of or are affiliated with British houses and are financed by their parent companies. A considerable amount of the overseas buying is done through London confirming houses; the greater portion of Union industry is financed by British capital; the shipping serving South African waters is mainly British; and the banking institutions are mainly British. If such invisible imports as these are considered, Great Britain's share of South African trade will be considerably increased. No other country at present is able seriously to challenge her predominant position in this market.

UNITED STATES

The most pronounced gain made by any country in trade with the Union in 1928 was made by the United States. Her increase of £1,473,121 represents 31 per cent of the total import increase, which is remarkable when her 1927 share of the total trade is considered. The motor vehicle and oil trades have always been the mainstay of American trade with the Union, and it was in the metals, metal products, machinery and vehicles class that the most pronounced increase occurred. The advance recorded here was £934,055, representing almost two-thirds of her total increase. Of this latter amount motor vehicles, parts and accessories were responsible for about 60 per cent of the increase. The main advances were recorded in motor truck and car chassis and parts and accessories rather than in motor cars, thereby witnessing the progress being made by the assembling plants in the Union.

Agricultural implements was another section which contributed handsomely to the increase and accounted for an advance of about £280,000. Better returns are recorded in practically all items, but the farm tractor section was outstanding and showed an increase of £155,000, which is about 200 per cent in excess of the previous year's imports. Heavy rural buying and the increasing mechanization of South African farms, which is as yet scarcely touched, were responsible. Other notable advances were in industrial machinery (about 100 per cent), water boring machinery (200 per cent), windmills (20 per cent), unplated cutlery (65 per cent), traction engines (1,000 per cent), and mechanics' tools (17 per cent). Notable decreases occurred in mining machinery (£61,000 or about 17 per cent), drill steel (£52,000 or 75 per cent), wrought iron and steel piping (£40,000 or 65 per cent), railway rolling stock (£37,000 or 75 per cent).

A general survey of the imports shows that in the majority of the machinery items, and practically all those covering various manufactures of iron and steel, the United States suffered reverses. This may be due to the existence of a freight war in 1927-28 between two lines from Europe which reacted to the detriment of both the United States and Canada on many items. Such influence will not be present in 1929.

Conversely, on practically all items covering electrical goods of all kinds, the United States increased her trade.

Of the remaining third of her total increase, oils, paints, resins and varnishes account for about 15 per cent, and textiles, texile products and apparel for about the same.

Of the oils, gasolene was the most prominent, advancing by £138,323 (about 17 per cent). Other increases occurred in practically all other types, and the total accounts for almost the whole of the increase in this class. A noteworthy feature is the advance in paints, varnishes and distempers, mostly at the expense of the United Kingdom.

In textiles, textile products and apparel, almost 50 per cent of the United States' share is cotton piece goods. This item showed an advance in 1928 of over 40 per cent above 1927. The increase is not significant, however, as this item increased in total about 20 per cent, and the American share is very similar to that obtained in previous years. Other important items were "other" hosiery, mainly pure silk and silk and art silk mixtures, which increased about 55 per cent—a notable gain, cotton hosiery showing a 23 per cent advance—imitation leathers, and linoleums. In wearing apparel generally the United States lost ground in company with other countries as this trade slumped somewhat last year.

In the timber trade the American position improved a little. Imports of oak for the local furniture industry were up 25 per cent, pitch pine up 10 per cent, and other pine, mainly Douglas fir, 20 per cent. Decreases were registered in miscellaneous unmanufactured timber, brushes and brooms, joinery and staves.

About 60 per cent of the United States' share of the leather and rubber trade is in tires and tubes, which advanced appreciably. Other important items which showed advances were miscellaneous rubber manufactures, patent leathers, rubber boots and rubber-soled canvas shoes. Rubber hose decreased slightly due to increased competition from Great Britain.

The features of American trade with South Africa are the increases in automotive equipment with the attendant one of oils, and in cotton piece goods. No other country seems able to capture any appreciable share of the lucrative motor trade. The handicap, upon British cars particularly, of taxation on horse-power apparently prevents the manufacture of a car which will sell in Great Britain and abroad as well, in any appreciable volume, whereas American cars with their high horse-power, high clearance, comparatively low price, and designed for conditions which are very similar to those in South Africa, have no such handicap in this export field.

Apart from the staple trades, the secret of American success is the supplying of the market's exact requirements. If specialties are demanded specialties are supplied, and in such items the United States has made much progress.

GERMANY

Germany is the third largest supplier of South Africa's requirements, but although her total trade increased she did not keep pace with the total advance. This is due in large measure to her comparatively poor showing in the metals, metal manufactures and machinery class which normally accounts for 50 per cent of her total trade. In this class she even failed to maintain the value of her 1927 share in spite of a total increase for the year. The loss was, however, more than made up in other sections. It is noteworthy that the United States greatly increased her share of this group at the expense of both Germany and the United Kingdom, neither of which shared in the increased imports. On the whole, however, Germany held her position in the main items and is likely to retain her present share.

The most important group is fencing wires and netting, which showed a distinct gain. Agricultural implements remained almost stationary, but electrical machinery and equipment of all kinds increased considerably over 1927. In rough iron and steel goods such as angles, channels, bars, bolts and rods, wrought iron piping, pipe fittings, plates, and bolts and nuts, her trade generally declined. In machinery items advances were registered in factory plant, mining machinery and equipment, printing and sewing machines. Industrial plant remained stationary, although the total appreciably increased. Other notable increases occurred in miscellaneous manufactures of iron and steel, enamelledware (Germany obtained practically the whole of this large increase), mechanics' tools and unplated cutlery. Railway locomotives, equipment, rolling stock, rails and sleepers, which accounted for about 12 per cent of Germany's total trade with the Union in 1927, slumped badly, due to the curtailment of purchases by the South African railways. This accounts in some measure for her poor showing for 1928 in this class.

In textile products, Germany was sixth in importance, this section accounting for about 19 per cent of her total trade. Her increase in this class is, however, greatly in excess of the general increase, about 26 per cent as against 11 per cent.

Wearing apparel of all kinds and piece goods account for almost the whole of the trade and in both sections distinct gains were registered. This is particularly true of cotton piece goods, the most important single item, which increased 50 per cent. The German share of this large trade is, however, still small in comparison to that of Great Britain, the United States and two or three other continental countries. Both woollen and silk piece goods are also up. Appreciable increases were recorded in practically all lines of wearing apparel, notably women's and men's outer garments, cotton, silk and mixed hosiery, cotton gloves, underclothing and shawls and miscellaneous items of both hard and soft haberdashery. The latter especially is an important item of German trade. Conversely, declines were registered in the cotton and cotton and woollen blankets trade which seems to be passing to Italy and France, both of whom have made strides over a period of years. Most of these increases are in conformity with the general increase in this class, but in the wearing apparel and haberdashery sections the more pronounced increase is worthy of note as illustrating the effect of the rural and native buying of the cheaper classes of German goods.

The remaining trade of Germany is mainly pianos, toys, fancy goods, musical instruments, clocks and parts; fertilizers and chemicals; bottles and jars; china; porcelain and glassware; leathers; newsprint; wrapping paper and cardboard, and several other miscellaneous items.

INDIA

Textiles and foodstuffs account for about 87 per cent of India's total trade. The most important single item is jute bags for the packing of coal, grain and sugar, which in itself is 40 per cent of her total trade. Jute bags for packing wool are next in order of merit in the textile class, followed by jute sacking, men's outer garments, cotton flour bags and piece goods, and seaming twine. The outer garment trade is confined mainly to light-weight cotton suits for summer wear for the Asiatic population. With the exception of a marked decline in the minor item of cotton flour bags, which trade passed to Great Britain, all the other important textile items showed distinct advances and offset the decline recorded generally in the foodstuffs items. Rice is the most important of these, but dropped sharply in conformity with the total import as did tea, India's other main staple, ghee, dholl, spices, and salad oils. In the remaining commodity classes only two are important, the oils and paints and the timber. Teak for the furniture industry accounts almost wholly for the latter and kerosene for the former.

AUSTRALIA

Australia's increased percentage of trade for the year, 35 per cent, was the most outstanding of any country. Practically 90 per cent of her trade is in foodstuffs, the majority of the total, 70 per cent being wheat and 13 per cent flour. The increase in Australian wheat alone exceeds her total increased trade and is due to a poor South African crop necessitating much larger imports of soft wheats from both Australia and in minor degree from Argentina. Wheat flour also advanced in sympathy. It is unlikely that this situation will recur in the present year, and Australia is therefore likely to lose her present gains. Timbers, principally jarrah and karri, and railway sleepers, account for most of the balance, which is completed by animal tallow for the soap industry. It is noteworthy that butter, which at one time was an important item, has sunk to a very minor position, due to the imposition of dumping duties consequent upon the institution of the Pattersen export scheme in Australia. Similar dumping duties were imposed on wheat and flour, but in times of local shortage, as in 1928, these do not affect the import greatly.

FRANCE

In spite of the excess of imports in 1928 as compared with 1927, France failed to maintain her previous year's trade value, which decreased by about 7 per cent. The textile class accounts for about 55 per cent of her total trade, but this stood up well and joined in the general import increase. The small decline is to be found rather in the drugs, fancy goods and miscellaneous items, women's outer garments excepted. This important item declined sharply but was offset by appreciable increases in silk, woollen and cotton piece goods and soft haberdashery of all kinds. Woollen and mixed blankets advanced also in conformity with a general increase, as did cotton blankets for the native trade. In conjunction with Italy, France's showing lately has been good in this item to the detriment of the United Kingdom. The trade in crude glycerine fell away by half, but a small rise occurred in perfumery and toilet preparations. In the metals section there is nothing to record of much importance, except motor cars and railway material. The success in this class of her neighbours, Germany and Belgium, has not crossed the border. Beverages—one of France's staple exports—rose slightly, but extremely high duties and local production of wines and brandy preclude any marked expansion of the beverage trade. Motor car tires and tubes fell away, but advances were registered in glacé kid leathers and women's footwear. The jewellery, fancy goods and tobacco pipes trade rose slightly. No marked increase has occurred in French trade with the Union over a number of years, and it is probable that her present share of the total trade will on the average remain stationary.

BELGIUM

Belgium made considerable headway during the year under review, her trade having increased by 23·55 per cent as compared with 1927, and her percentage share of the total trade of the Union having advanced from 1·8 to 2·1 per cent. The metal manufactures class accounted for almost 45 per cent of her trade, and in spite of severe losses in rolling stock and railway equipment due to the curtailment of purchases by the Administration, a satisfactory increase was recorded, the total advancing from £560,498 in 1927 to £691,430 in 1928. Fence standards and posts form the most important single item, a trade which Belgium monopolizes; a noteworthy increase occurred during the year in this well known bulb-T post. The recent freight war helped Belgium greatly in this commodity. Droppers also advanced in sympathy, as did plain fencing and baling and binding wire. Barbed fencing decreased slightly. Rough iron and steel goods increased somewhat in every item, notably bar, bolt and rod, and steel plates, the latter

at the expense of Great Britain and Germany. Angles, channels and T's remained about the same. In conformity with a general decrease, zinc sheets dropped somewhat, as did wire nails. Apart from a small increase in bolts, nuts and rivets, no other item in this class is worthy of mention.

The textile class comes next in importance and accounted for about 27 per cent of Belgium's total trade. It was here that most progress was made, the total value in 1927, £302,721, rising to £428,081 in 1928. Cotton piece goods, the most important item, was mainly responsible for the advance, but no particular significance can be attached to it as there was a heavy total increase in this item from most countries. Cotton blankets for the native trade suffered somewhat due to competition from Italy and France. Progress was maintained in the apparel sections, notably cotton underclothing and outer garments, but the values concerned are relatively small. Other items of interest are woollen and linen piece goods and various kinds of household furnishing drapery.

In the remaining classes, building cement is outstanding, having risen to £71,816 from practically nothing, due to the recision of exchange dumping duties which had been in force up to the date of the stabilization of the Belgian franc. Plate glass, window and other glass, and miscellaneous glassware, remained more or less stationary. In the drugs, chemicals and fertilizer section, advances were recorded in basic slag and bone manures, but superphosphates dropped appreciably due to competition from Holland, Great Britain and Germany. Crude glycerine, in spite of a large total decrease, rose appreciably, although the value in question was small. Women's leather footwear and motor car tires, both of which increased, complete the noteworthy items of Belgian trade with the Union.

HOLLAND

Textiles, fertilizers and foodstuffs constitute Holland's principal trade with South Africa, and in all of these she improved her position considerably. All three groups are more or less of equal value, followed by books and stationery in minor degree. Cotton piece goods and woollen piece goods are the principal items, the latter especially showing a large percentage increase. Miscellaneous cotton threads other than sewing thread come next in order in the textile group this year, whereas in 1927 the imports of this article from Holland were practically nil. Unmanufactured cotton and darning wool decreased, as did cotton blankets, the latter trade passing to Italy and France. Soft haberdashery increased a little. Full cream condensed milk accounted for 50 per cent of her foodstuffs trade in 1928, which is a small decrease as compared with 1927. This commodity is subject to considerable variation of origin from year to year, due to the policy of the Continental combine of allocating export orders to their factories in those countries which at the time have the larger export surplus. Full cream cheese registered an advance, but this item is of minor importance. Cocoa butter and cocoa for the confectionery industry kept pace with last year, as did chocolate confectionery, chicory and dried fish, the only other items of interest. In the chemicals and fertilizers class, fertilizers particularly, superphosphates total 80 per cent of the whole. A marked advance was recorded here illustrating greater rural buying and improving methods of farm cultivation in the Union. Distilled glycerine was the only chemical item of any importance, but this declined sharply in conformity with a general decrease in the total. Cardboard, linenboard and strawboard, books and printed music, are the remaining items of note.

JAPAN

The textile and apparel class constitutes almost 90 per cent of Japanese trade, but only 55 per cent of this year's trade increase was recorded in this class. The remainder is spread through various classes, none of which are of

particular interest. Strangely enough, Japan does nothing in staple foodstuffs lines such as tea and rice. Of textiles, silk piece goods constitute 50 per cent of her total trade, and the same percentage of the total import. This item increased in 1928 by almost 25 per cent. Cotton piece goods comes next in order, followed by wearing apparel. Cheap cotton underclothing for the native trade is one of Japan's strong lines, and progress here was well maintained. Miscellaneous hard and soft haberdashery, furnishing drapery and women's outer garments made up the balance. Beyond these items none other is of much consequence.

SWEDEN

The timber group constituted 61 per cent, and the paper group 14 per cent, of Swedish trade. In both classes the volume fell sharply, which accounts for the general decrease of almost 9 per cent in her total volume in 1928 as compared with the previous year. The heaviest loss was upon flooring and ceiling, which dropped by 30 per cent, and which in 1927 was the largest single timber item. This was partly offset by advance in Baltic pine and box shooks, but the almost entire loss of the trade in unmanufactured woods of a miscellaneous nature and a small decrease in joinery definitely turned the scale unfavourably. In the paper sections further losses were recorded in news reels, which fell to Canada; cardboard, linenboard and strawboard, to Germany and Holland; and all types of wrapping paper, including kraft. As well, miscellaneous printing paper also declined in spite of a general import increase in which all competitive suppliers shared. The remaining portions of her trade are scattered through the metal products group, principally drill steel, stove castings and rough shapes. Over a period of years her trade has failed to increase in volume, although South African imports during the same period have largely increased. It is therefore unlikely that Sweden can expect to hold her present percentage share of the total, although the volume of her trade is not likely to decrease materially.

ITALY

For the first time Italy's exports to the Union exceeded £1,000,000, entitling her to special mention. Her trade increase over 1927 was 16·61 per cent, and her percentage share of the total trade increased from 1·3 in 1927 to 1·4 in 1928. Since 1924 Italy has made considerable progress, and the value of her trade in the year under review is almost double that of 1924. Each year has seen an increase of relatively large proportions whether total imports have decreased or increased, and it can only mean that Italian industry is to-day on a sounder and more competitive basis than it was in former years. The textiles, apparel, fibres and yarns-class account for almost 78 per cent of her total trade, and as compared with 1927, the increase in this class was over 40 per cent. It also accounts for more than the total increase as losses were registered in other sections, principally motor cars. Cotton piece goods is the most important item in 1928; this advanced to more than double the average of the past few years. The value rose from £90,065 to £221,784. Cotton blankets also advanced at the expense of the United Kingdom. The third item in order of importance, felt hats, rose from £86,083 to £110,239. Other increases were recorded in cotton shawls, woollen blankets, woollen piece goods, cotton hosiery, men's outer garments, and buttons and studs. Silk piece goods dropped slightly due to Japanese competition. Foodstuffs play a minor part in Italian trade and are not of much consequence. The only remaining item of particular interest is motor cars, which decreased greatly, the respective figures being £143,806 and £49,212. Italy, in company with other Continental countries, does not seem able to retain any appreciable share of this lucrative trade in competition with the United States. The noteworthy point in Italian trade with South Africa is her increasing ability to compete in cotton goods against the older cotton countries.

TRADE OF JAMAICA IN 1928

F. W. Fraser, Canadian Trade Commissioner

I

Kingston, August 7, 1929.—Jamaican imports during 1928 were greater than in 1927 by £371,635. Exports on the other hand fell off by £718,517, resulting in a net decline in her total foreign trade during 1928 of £346,882, as compared with the previous year. The decline in exports was due largely to a drop in banana shipments, but it must be remembered that 1927 was an abnormal year in this respect, shipping 21,151,881 count stems, fully 3,000,000 more than during the previous year, and 4,000,000 more than in 1928. Total exports amounted to £4,116,573, of which Canada took 22·7 per cent, against 17·5 per cent for 1927. Total imports were valued at £6,089,156, of which Canada supplied 19·4 per cent, against 18·8 per cent during the previous year. The following table shows the origin of the Colony's imports during the past three years:—

	United Kingdom	Canada	United States	Other Countries	Total
1926.. .. ..£	1,377,984	978,563	2,099,981	909,422	5,365,950
	25.7%	18.2%	39.2%	16.8%	
1927.. .. ..£	1,660,667	1,074,865	1,939,192	1,042,797	5,717,521
	29.0%	18.8%	33.9%	18.3%	
1928.. .. ..£	1,857,196	1,181,294	1,918,082	1,132,584	6,089,156
	30.5%	19.4%	31.3%	18.6%	

The value of Jamaica's foreign trade has not changed substantially during the past ten years, with the exception of 1920, a year of abnormal prices, when combined imports and exports reached £17,459,292. In 1919, for instance, the total foreign trade amounted to £10,712,980. This had dropped to £9,544,316 in 1923, and had risen again to £10,205,729 in 1928. The direction of this trade has, however, during this time undergone a remarkable change. During the year 1919 the United Kingdom purchased 63·4 per cent of Jamaica's exports, Canada only 6·9 per cent, the United States 23·8 per cent, and "other countries" the balance of 5·9 per cent. In 1928, on the other hand, we find that the United Kingdom took only 20 per cent of Jamaica's exports, Canada 22·5 per cent, the United States 38·8 per cent, and "other countries" 18·7 per cent. Turning to the import side, in 1919 the United States supplied 66·1 per cent of the colony's requirements, Canada 10·6 per cent, the United Kingdom 19·9 per cent, and "other countries" 3·4 per cent. The year 1928 shows a big change from 1919. During this year the share of the United States had declined to 31·3 per cent, while that of Canada had risen to 19·4 per cent, the United Kingdom to 30·5 per cent, and "other countries" to 18·6 per cent.

To put it in another way, while in 1919 41·6 per cent of Jamaica's total foreign trade was done with the United Kingdom, 8·7 per cent with Canada, 45 per cent with the United States, and 4·6 per cent with "other countries", in 1928 the proportions were 25·2 per cent with the United Kingdom, 20·9 with Canada, 35 per cent with the United States, and 18·6 per cent with "other countries". That is to say, while the total trade with the United Kingdom and the United States has declined during the past ten years, it has increased substantially with Canada and "all other countries". Canada was the only country to show an increased purchase of Jamaican goods in 1928 over 1927, this no doubt being directly attributable to the Canada-West Indies trade agreement. With the establishment of the new and greatly improved steamship service between this Island and Canada, a further and much more substantial increase may be confidently looked forward to.

The following table shows in detail the principal imports into Jamaica during the calendar year 1928, with comparative figures for 1927:—

IMPORTS INTO JAMAICA, 1928 AND 1927

Article	Unit of Quantity	Year ended 31st December 1928		Year ended 31st December 1927		Value Increase + or Decrease −	
		Quantity	Value	Quantity	Value		
			£		£		£
Advalorem							
Boots, shoes, pumps and slippers	doz. prs.	67,043	220,311	61,905	206,852	+	13,459
Carriages, etc.: motor cars	No.	1,255	217,488	910	161,985	+	55,503
Cotton piece goods	yds.	17,815,385	389,830	23,975,122	514,238	−	124,408
Other manufactures	value	.....	120,377	.....	115,504	+	4,873
Hardware and ironmongery	"	.....	124,275	.....	99,572	+	25,703
Medicines and drugs	"	.....	60,718	.....	65,062	−	4,344
Paper manufactures	"	.....	44,648	.....	39,449	+	5,199
All other articles	"	.....	1,464,352	.....	1,344,071	+	120,281
Total advalorem		.....	£ 2,641,999	.....	£ 2,546,733	+	£ 95,266
Rated							
Ale, beer, stout, porter	gallons	243,219	72,948	195,521	56,122	+	16,826
Butter	lbs.	560,320	51,746	503,093	45,313	+	6,433
Butter substitutes	"	518,692	24,035	399,972	12,927	−	11,108
Cement	brls.	81,855	45,021	67,675	36,628	+	18,393
Cheese	lbs.	384,421	21,254	365,422	23,468	+	786
Fish: Dried salted	"	14,707,739	259,341	17,054,085	261,232	−	1,891
Herrings, pickled	"	2,524,872	16,341	2,793,342	20,296	−	3,955
Mackerels pickled	"	4,131,506	51,059	3,099,100	43,557	+	7,502
Flour and Meal:							
Flour, wheaten	brls.	404,227	536,818	327,984	520,188	+	16,630
Meal, all kinds	bags	70,038	73,575	44,421	44,724	+	28,851
Grain: Corn	lbs.	5,275,379	26,377	4,851,677	22,766	+	3,611
Rice	"	22,842,407	161,344	21,567,488	160,572	+	772
Lard and its substitutes	"	746,759	19,045	617,926	16,221	+	2,824
Matches	gross boxes	133,986	25,713	137,964	16,721	+	8,992
Meat: Beef, wet salted	lbs.	850,265	22,708	949,589	21,218	+	1,490
Ham	"	315,947	24,206	314,340	24,132	+	74
Pork, wet salted	"	1,043,574	28,698	929,034	27,031	+	1,667
Milk, condensed	"	4,615,718	131,717	4,102,625	122,585	+	9,132
Oils: Kerosene	galls.	1,325,783	75,859	1,407,975	86,237	−	10,378
Gasolene	"	3,697,971	226,289	3,166,877	213,288	+	13,001
Other Oils	"	597,231	95,152	476,684	67,677	+	27,475
Salt, fine	lbs.	18,507,043	32,521	12,650,037	28,034	+	4,487
Soap, laundry	"	6,507,393	112,195	6,670,997	117,126	−	4,931
Spirits, whiskety	galls.	31,604	38,459	29,868	37,619	+	840
Tea	lbs.	139,325	15,674	86,862	9,847	+	5,827
Tobacco, cigarettes	"	262,341	53,302	341,653	68,933	−	15,631
Other mfg	"	6,711	1,557	6,701	1,780	−	223
Leaf	"	148,501	10,684	39,018	9,778	+	906
Wines all kinds	galls.	42,234	29,395	39,556	25,360	+	4,035
Wood, pitch pine (rough)	ft.	7,703,405	75,930	4,237,992	39,116	+	36,814
do (dressed)	"	7,564,401	74,242	6,025,349	56,055	+	24,187
All other articles	value	.....	133,258	.....	140,612	−	7,354
Total, rated		.....	£ 2,569,463	.....	£ 2,377,163	+	£ 192,300
Free							
Bags and sacks	No.	1,137,288	58,188	880,440	53,981	+	4,207
Books, printed	value	.....	17,877	.....	17,978	−	101
Coal	tons	101,372	161,888	77,492	143,444	+	18,444
Implements, agricultural	value	.....	23,118	.....	30,118	−	7,000
Machinery, sugar	"	.....	25,531	.....	29,590	−	4,059
Metals—Wire, nails and staples for fencing	"	.....	13,611	.....	13,821	−	210
Paper—printing	"	.....	16,907	.....	17,275	−	368
Wood—hoops and shooks	"	.....	55,986	.....	73,496	−	17,510
Government importations	"	.....	349,522	.....	295,694	+	53,828
All other articles	"	.....	155,136	.....	118,328	+	36,808
Total free	"	.....	£ 877,694	.....	£ 793,625	+	£ 84,069
Grand total imports		.....	£ 6,089,156	.....	£ 5,717,521	£	371,635

Notes on Imported Commodities

AERATED WATERS

Imports under this heading in 1928 dropped to 4,638 dozen bottles valued at £1,373, against 8,531 dozen bottles valued at £1,757 during the previous year. Canada's shipments dropped from 2,161 dozen to 1,010 dozen. Shipments from France, principally perry, declined from 4,570 to 2,248 dozen. Increased competition, provided by a number of local bottlers of aerated waters, is presumably responsible for this decline. Import duties are 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

APPAREL

Imports of apparel were little changed in 1928 as compared with 1927, the value being £95,650, divided almost equally between the United States and the United Kingdom with £42,209 and £42,335 respectively. Canada increased her sales under this heading from £1,303 to £1,914. Purchases from Japan amounted to £3,950 and from Germany to £1,630. Import duties are 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

AMMUNITION

The importation of cartridges increased during the year to £3,322, against £1,848 in 1927. Shipments from Canada jumped from only £83 in 1927 to £534 in 1928. Import duties are 3s. per 100 under the preferential tariff and 4s. under the general tariff.

BAGS (TRAVELLING AND TOOL)

While there was a sizeable decline in imports under this heading, from £10,669 to £7,648, Canada maintained her shipments at £1,347 in 1928 against £1,307 in the previous year. Import duties are 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

BAKING POWDER

The total importation of baking powder amounted to £2,634, practically all of which originated in the United States. Import duties are 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

BEER, ALE, STOUT AND PORTER

Imports in this class increased substantially during 1928, amounting to £72,979 against £56,122 in 1927 and £48,290 in 1926. The United Kingdom was the principal supplier with £49,994. Germany came next with £16,485, Holland £3,878, and Denmark £2,323. No Canadian beer entered this market in 1928. A local brewery, completed in 1928, appears to be doing well, but this, instead of having the effect of cutting down importations, has apparently led to an increase in the popularity of this drink as a hot weather beverage. Canadian beer can sell here if a serious effort be made to enter this market. Prices vary considerably, but the brands having the largest sale are by no means the cheapest. Import duties on beer, ale, stout and porter are 1s. 6d. per gallon under the preferential tariff and 2s. under the general tariff.

BISCUITS UNSWEETENED

Due presumably to the protection afforded by the tariff, imports of unsweetened biscuits declined from £8,684 in 1927 to £6,702 in 1928. At the same time Canada's shipments dropped from £5,027 to £3,168, while shipments from the United States, the only other supplier of importance, were maintained at

£3,425. This is surprising in view of the preference accorded Canada under the Canada-West Indies Trade Agreement. Unsweetened biscuits are dutiable as follows:—

In bulk, i.e. packed in barrels or boxes not containing small internal packages, per 100 pounds, 3s. 1d. preferential tariff and 4s. 2d. general tariff.

(2) Otherwise packed, per pound, 1½d. preferential tariff and 2d. general tariff.

BISCUITS SWEETENED

The total imports of sweetened biscuits amounted to £5,959 in 1928, being slightly less than during the previous year. Canada's interest in this trade is small, amounting to only £56. The United Kingdom is the principal source of supply. Import duties are 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

BLACKING AND POLISHES

This represents quite a considerable trade, amounting to £13,085 during the year. The United Kingdom supplied about 80 per cent of this and the United States the balance. Import duties are 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

BOOTS, SHOES, PUMPS AND SLIPPERS (LEATHER)

The importation of boots and shoes of leather continues to increase, and this is probably a fair measure of the growing purchasing power of the island. During 1928 47,220 dozen pairs were imported valued at £185,643. The United States supplied 23,942 dozen pairs, and the United Kingdom 21,296 dozen pairs. Shipments from other countries were negligible, Canada being the third largest supplier with 296 dozen pairs. When it is considered that the total importation in 1924 was only 19,358 dozen pairs, it is evident that this trade has increased rapidly during the last few years. Import duties on these articles are 15 per cent under the preferential tariff and 20 per cent under the general tariff.

BOOTS AND SHOES OF RUBBER

This trade consists almost entirely of rubber-soled canvas shoes, and is almost exclusively in the hands of Canadian manufacturers. Out of a total importation of 17,223 dozen pairs valued at £36,052 in 1928, Canada supplied 16,671 dozen pairs worth £34,988. The increase in this business is noteworthy, being almost 50 per cent greater in 1928 than in 1925. Import duties are 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

BROOMS AND BRUSHES

Total imports in this class show little change, amounting in 1928 to £4,349. The United Kingdom supplied about half, followed by Germany with £792 and the United States with £758. Canada's share was £406, against £707 during the previous year. Brooms and brushes are dutiable at the rate of 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff. An exception is made, however, in the case of paint and calsomine brushes, which are entered free as artisans' tools.

BUTTER

Further increases are recorded in butter importations: butter to the value of £51,356 was purchased by Jamaican firms in 1928. Canada practically controls this business, supplying during that year £45,659 worth, or almost 90 per cent of the total. This trade is increasing each year, and with the cold storage facilities provided by the new treaty ships, there should be a further increase, more particularly in fresh creamery butter.

OIL-WELL MACHINERY AND EQUIPMENT FOR TRINIDAD

Mr. F. L. Casserly, Office of the Canadian Trade Commissioner at Port of Spain, Trinidad, writes that there are excellent prospects for the development of trade in machinery for drilling oil wells, cables, pipes, pumps, and other similar equipment.

Firms interested may obtain further particulars upon writing to the Department of Trade and Commerce, Ottawa (quoting File No. 20840).

MARKET CONDITIONS IN GIBRALTAR

A. B. Muddiman, Canadian Trade Commissioner

Milan, July 16, 1929.—The population of Gibraltar is declining. While some years ago it was estimated at 27,000, at the present time it is probably around 16,000.

No official statistics of trade are maintained. This is due to the fact that the Rock is a free trade zone with only small duties on such goods as spirits and tobacco. It is principally a naval base rather than an entrepot. The cause of the decline in population is probably due to the more drastic enforcement of the Spanish Customs regulations, and the falling off in the trade with Northern Africa owing to the development of such ports as Oran and Ceuta. The wharves are controlled by the Admiralty for naval purposes, and all goods which come into Gibraltar have to be lightered to commercial quays, as the wharfage accommodation for large vessels is reserved entirely for warships.

The following notes have been prepared after interviews with the leading importers in Gibraltar and include a number of commodities which may have some interest to Canadian exporters. The leading British bank is Barclay's, from whom financial information on all the importers on the Rock can be obtained. There is also a Chamber of Commerce with an honorary secretary. As the Rock is small letters can be addressed "Gibraltar," but attention should be paid to the correct postage.

NOTES ON COMMODITIES

Barley.—Imports of barley from Canada are not feasible owing to the impossibility of competing with Morocco.

Fat Backs.—There was a large market in Gibraltar at one time for fat backs. These were chiefly taken over into Spain, as the Spaniards use a slice of the fat back or pig's foot in their soup for flavouring purposes.

Flour.—The principal sale of flour is of course on Government contract, which takes place as a rule about the month of July. The employment of a local agent would be necessary in this connection. Purchases are made in sterling per sack of 280 pounds, but shipments are generally made in bags of 140 pounds, sometimes of cotton and sometimes of jute. Both hard and soft wheat flours are used, but that made from a blend of hard and soft seems to be preferred. The business, which had dwindled owing to port development in Morocco having eliminated the entrepot trade, is chiefly held by English mills in Liverpool. A little Canadian flour from time to time gets into Gibraltar. All bakers are obliged by the Government to carry certain stocks of flour, according to the size of their business. A list of the leading importers is on file at the Department of Trade and Commerce, Ottawa.

Jute bags are used by the Liverpool shippers. The Liverpool blend has gained considerable favour, as it obviates any necessity for local mixing. A firm, representing a number of English, Canadian, Australian and United States millers, for whose accounts they effect sales, shipments going direct to the customers, stated that they did business in dollars on the basis of 100 kilos, while

the shipments came forward in 140-pound bags. Canadian flour is generally on a competitive basis with American. The firm referred to placed in Gibraltar 1,930 bags and 1,480 bags of Canadian flour during 1927 and 1928 respectively.

Another of the principal importers, who are contractors to the Admiralty, stated that in 1928 they imported from Liverpool about 5,000 bags of flour of 140 pounds each. Another importer stated that he received a sample shipment from Vancouver, but complained of the length of time it took to reach him after it was ordered, owing to lack of shipping facilities. This firm imported from Liverpool last year 8,099 bags of 140 pounds of the Liverpool brand. One of the most active importers is anxious to obtain a Canadian agency, with a view to tendering for the July Admiralty contract next year.

Tobacco.—The leading importer in Gibraltar, whose name is on file at the Department of Trade and Commerce, is extremely interested in what is known as "Canada cigar cuttings," which he now buys in cases of 300 pounds net through New York. He would like samples of Canada cuttings, dark Kentucky, Pennsylvania, etc.

Paper.—Imports of newsprint are too small to be of interest. It is imported in small quantities from Sweden. One importer reports a fair demand for cellulose parchment paper for tobacco wrappers and he absorbs from 10 to 15 tons per annum. The size is 48 by 71 cm. (12 kilos per ream of 500 sheets). The same firm handle a grey wrapping paper (29 by 39 and 30 by 40), and also do business in grease-proof paper for butter (75 by 100 cm.; 64 by 88 cm.; weight 41 grams).

Hay.—There would seem to be small opportunity of importing hay on Government account. Supplies are chiefly obtained from Andalusia.

Condensed Milk.—Condensed milk, sweetened and unsweetened, skimmed and evaporated, are all imported. Nestle's control the business.

Maize.—Little business can be done in maize owing to the tariff handicap, as the maize would be required for the interior in Spain.

Canned Salmon.—Canadian canned salmon is re-exported from London by some well-known London provision merchants and is on sale on the Rock. The quantities imported are small. The leading importers would be interested in quotations for small supplies.

Lard.—Pig's lard is imported in 28-pound pails, as elsewhere in the Northern Mediterranean area. The Dutch would seem to be driving the United States product out of the market owing to better deliveries.

Haddock (Sun-dried).—Sun-dried haddock is imported from Iceland. Should any Canadian firm be in a position to supply, they should write to the Canadian Trade Commissioner in Milan.

Sugar.—The leading importer would be glad to have c.i.f. quotations of Canadian refined, granulated and cubes.

Potatoes.—There is a good demand for potatoes for the Fleet when it is stationed at Gibraltar for the months of January, February and March, and there are opportunities at present for importations, which Canadian exporters, in view of the fact that their products are British, should not overlook as fairly large quantities are consumed.

Other Products.—Other products imported into Gibraltar are corned beef, beer, cornflour, soap—all in large quantities; candles, cheese, wines and spirits, and there is a small trade in automobiles. The American type of car for its climbing capacity is preferred over all others. Owing to the proximity of a famous jam factory at Alicante in the south of Spain, Canadian jams would appear to have no opportunity in this market.

Note.—Attention is directed to Trade Inquiries from Gibraltar which are published in this issue, page 323. These are for flour; tobacco; canned salmon; haddock; sugar; and potatoes.

TRADE COMMISSIONERS ON TOUR

Mr Muddiman

Mr. A. B. Muddiman, Canadian Trade Commissioner in Italy, is now on tour. His territory includes Spain and Portugal, Gibraltar, the Canary Islands, Malta, the Italian Colony in Africa, Albania, Jugoslavia, and Cyprus. The first part of his itinerary includes:—

Vancouver .. ..Sept. 3 to 15
Winnipeg .. ..Sept. 21
Halifax .. ..Sept. 27, 28
St. John .. ..Sept. 30 to Oct. 1

Mr. Young

Mr. R. T. Young, Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit the undermentioned towns and cities as follows:—

Windsor; Walkerville..Sept. 3 and 4
Sarnia.. .. ..Sept. 5
London; St. Mary's ..Sept. 6-9
Stratford.. .. ..Sept. 10
Goderich; Kincardine..Sept. 11
Owen Sound.. .. .. ..Sept. 12
Guelph.. .. ..Sept. 13
Kitchener and Galt. ..Sept. 14 to 16
Brantford and Paris ..Sept. 17
Bridgeburg .. ..Sept. 18
Welland .. ..Sept. 19
Niagara Falls .. .. ..Sept. 20
St. Catharines .. .. ..Sept. 21
Hamilton.. .. ..Sept. 23 to 25
Toronto .. ..Sept. 26-Oct. 12
Oshawa .. ..Oct. 14

Mr. Poussette

Mr. H. R. Poussette is making a tour in the interests of trade with India and Ceylon. The following are the remaining dates in his itinerary until September 9:—

Edmonton. .. ..Sept. 3
Winnipeg .. ..Sept. 6, 7, and 9

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association; in that of Toronto with Mr. Alex. Marshall, Canadian Manufacturers' Association; and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

CONDITIONS IN ITALY

A. B. Muddiman, Canadian Trade Commissioner

Milan, July 22, 1929.—The grain market shows a gradual and continuous lowering of prices. According to the Banca Commerciale, importations have not shown any exceptional movement. The maize market is weak and there is a prospect of an increase in price. The rice market is irregular.

Imports from Canada into Italy for the first three months of 1929 and those for the corresponding period of 1928 were:—

	1928	1929
Codfish ..Quintals	21,173	11,315
Canned salmon ..Quintals	13,670	7,170
Wheat ..Tons	175,922	272,592
Crude asbestos ..Tons	3,224	6,215
Aluminium and its alloys in ingots and pieces..Qtls.	.....	196
Woodpulp ..Quintals	15,933	12,986
Raw hides and skins and manufactures thereof..Qtls.	.....	16
Rubber shoes ..Pairs	1,978	5,738
Oats ..Tons	.....	854
Photographic and cinematograph films ..Kilos.	.....	15,886
Other goods ..Lire	333,789	537,245
Total value ..Lire	204,644,111	285,155,147

The increase over the whole period is valued at 80,511,036 lire. When the next quarterly statistics are published, a falling off will probably be shown, owing to decreased importations of grain.

The Volta Agency states that during the tobacco season 1928-29 there was a large increase in production, which is reflected in the receipts of the Tobacco Monopoly.

The work on the roads in Italy still continues. It is hoped that by the end of 1931 nearly 4,000 kilometres will be thoroughly modernized. During the next season the program covers an expenditure of 390,000,000 lire: 198,000,000 lire for Southern Italy, 55,000,000 lire for Central, and 137,000,000 for Northern Italy.

One of the most recent signs of the economic progress of Italy is the rapid development of the manufacture of canned fruits and vegetables, and of jam. There are 577 factories devoted to the preparation of preserved foodstuffs, of which 529 are in operation all through the year. They are chiefly in the provinces of Amalia and Campagnia.

According to an article in the Corriere della Sera, beetroot production for sugar manufacture in Italy suffers from climatic conditions. This hampers the industry. In fact, the intense heat and dryness of Southern European countries hinders the assimilative power of the leaves of the beetroot; the plant thus lives on its sugar reserve without producing other sugar. Even if rain falls its sugar percentage is diminished owing to its absorption of water, although the plant can then recommence to assimilate and increase in weight.

The figures for the importation of wheat into Italy since August last year up to May, are as follows (in metric quintals): August, 1,482,170; September, 1,842,110; October, 2,355,060; November, 2,017,070; December, 2,061,970; January, 1,955,170; February, 1,701,540; March, 2,498,940; April, 2,513,630; May, 2,208,490.

Owing to the excessive drought this year, particularly in the valley of the Po, hay prices are high and some interest is beginning to be expressed in the prospects for Canadian importations.

Offers of Italian wheat are plentiful and are being made at from 124 to 125 lire per quintal free Milan. As soon as the domestic supply is taken up, however, it is generally agreed by the trade that the market will become regular. The production of wheat in Italy is estimated at 60,000,000 quintals, practically the same as last year.

FLOUR MARKET CONDITIONS IN ALBANIA

A. B. Muddiman, Canadian Trade Commissioner

Milan, July 24, 1929.—There are no large importers of flour operating in Albania. In years when the harvest is normal, enough wheat is grown and milled to supply the needs of the population, except that a small quantity of the finest flour used for pastry making is imported direct by retail merchants. When the harvest is bad—such as in 1927 and 1928—larger quantities are imported, but here again the retail merchants import direct, each according to his own needs. The imports of wheaten flour during the last three years have been as follows:—

	Kilograms	Gold Francs
1926	147,700	93,677
1927	270,874	129,615
1928	626,237	252,145

No special form of contract is required for purchases of flour, nor are there any particular terms of purchase in operation in Albania.

GERMAN CROP PROSPECTS AND GRAIN TRADE

M. B. Palmer, Acting Trade Commissoner

Hamburg, August 9, 1929.—The cooler weather of the past two weeks has lessened anxiety in Germany regarding the crop situation. The cutting of rye is now general, and it is estimated that there will be a decrease of from 10 to 15 per cent in yield as compared with last year.

There are very favourable opinions of the wheat crop which is expected to approximate last year's production. Winter barley seems to be disappointing everywhere; a decrease of from 15 to 20 per cent is anticipated. At the same time summer barley is generally favourably reported upon, and the crop is estimated to be about as large as last year, with the qualities, however, not so high. Opinions regarding oats differ. From some quarters a decrease of at least 15 per cent is estimated in view of the dryness, whereas from others the anxiety regarding too early ripening has been dispelled on account of cooler weather. Early potatoes are in excellent condition, but the result of the late potato crop depends on rain from now on.

In view of these varied opinions, it should be remembered that in 1928 there was a record crop for all grains, so that even if a comparable production is not reached, it can be expected that this year's crop will be considerably higher than the average of post-war years.

GERMANY'S GRAIN TRADE

In this connection it is also interesting to note the trend of Germany's foreign trade in grains and flour.

Germany's import of grain showed a great increase in the period following the currency stabilisation, reaching its limit in 1927. In this record year Germany paid for foreign grain about 1,200 million reichsmarks, after deducting the comparatively small export, as compared with 820 million reichsmarks in 1926, 720 million reichsmarks in 1925, and 600 million reichsmarks in 1913. However, since that time there has been a gradual decrease of the German-paying surplus. In 1928 the grain import surplus declined by 350 million reichsmarks to 850 million reichsmarks. The first half of 1929 shows an import balance of about 230 million reichsmarks and therefore shows, as can be seen from the

following table, a further decline of the balance of liabilities of 240 million reichsmarks as compared with the same period of last year:—

	Grain Import	Grain Export	Import Surplus
	In Million Reichsmarks		
1913	910.3	314.6	595.7
1925	820.3	103.3	717.0
1926	965.2	141.3	823.9
1927	1276.4	71.4	1205.0
1928	1056.9	208.7	848.2
1st half 1927	603.8	30.9	572.9
1st half 1928	554.5	81.4	473.1
1st half 1929	361.9	130.5	231.4

The decrease of the liabilities in the grain trade balance is said to be the result of the decrease of grain prices, the decrease in imports, and the increase in exports. The import of rye in the first half of this year, as compared with the same period of 1928, shows a decrease in quantity of 72 per cent, barley of 26 per cent, oats of 16 per cent, and wheat of 14 per cent.

IMPORTS IN 1,000 TONS, FIRST HALF YEAR

	1927	1928	1929
Wheat	1225.1	1232.1	1062.1
Rye	373.0	215.2	60.2
Barley	990.7	857.8	636.1
Oats	126.0	80.1	67.0

A considerable percentage increase is shown in grain exports, which, however, is considerably less than in the case of the imports. It must be particularly mentioned that Germany, owing to the development of the international rye and oat trade, has again become a country with an export surplus.

EXPORTS IN 1,000 TONS, FIRST HALF YEAR

	1927	1928	1929
Wheat	48.1	93.5	211.5
Rye	40.5	131.3	254.2
Barley	0.6	0.4	6.4
Oats	48.7	136.2	190.4

The favourable development of foreign trade in milled products should also be pointed out. Germany's import of flour and other milled products declined in the first half of 1927 from 12·6 million to 8·7 million reichsmarks in the first half of 1928 and 6·1 million reichsmarks in the first half of the present year. The export, however, increased in the same periods from 11 million to 16·4 million and 19·6 million reichsmarks respectively. The foreign trade in milled products, which showed an import surplus of 1·6 million reichsmarks in the first half of 1927, therefore closed in the first half of 1929 with an asset balance of 13½ million reichsmarks in Germany's favour.

NEW BUILDINGS IN BERLIN

Mr. M. B. Palmer, Acting Trade Commissioner in Hamburg, writes under date August 6, 1929, that as an indication of the trend in modern German building construction, Berlin is to have two large eight-story office buildings with twelve-story towers, after the American type of "skyscraper", to be erected on the Alexanderplatz—the centre of the business district.

There has been a long struggle over the future architectural formation of the Alexanderplatz, which, together with Potsdamer Platz, Berlin town planners regard as one of the starting points for the renovating of the inner city to meet the needs of rapid growth. The new buildings represent a definite departure

from the previous "straight building line" and a move toward the doctrine of essential bigness.

A competition was held to decide the design of the buildings which were to occupy the two important sites in the Alexanderplatz and the one winning was chosen as best harmonizing with Berlin as it is. Since, however, the decisive factor in determining the issue was finance, and this was being arranged with American capital, the second choice was adopted, which followed American conceptions of height. The project involves credits to the amount of between two and a half and three million dollars.

GERMAN MOTOR-CYCLE INDUSTRY

M. B. Palmer, Acting Canadian Trade Commissioner

Hamburg, August 6, 1929.—Figures published of the German production of motor-cycles during the first half of 1929 show a remarkable increase, and on this basis an estimate for the year gives a total of 190,000 units. Thus, the German industry will assume first place in production of motor-cycles among the countries of the world.

The present increase was principally in the manufacture of low-powered machines of which only 11,713 were made in 1927 against 61,800 in the first six months of 1929. The number of high-powered machines produced during the period of 1929 was 41,500, or 10 per cent less than in the same period of last year, but the combined production of 103,300 units compares with 64,100 for the respective periods, while the number for 1928 was 140,000.

A German output of 190,000 units this year will not only mean an ample supply for the home market, but will intensify the competition with British and American industries in foreign countries. In the past, exports of German motor-cycles have been comparatively small (4,681 in 1928), but the industry has now begun an extensive advertising campaign in most of the important European markets.

CROP CONDITIONS IN NORWAY

Mr. Frederick H. Palmer, Canadian Trade Commissioner at Oslo, under date of August 12, writes that the report of the Norwegian Director of Agriculture of the condition of the crops at the end of July, 1929, states that very little rain fell during July in the east and south parts of Norway. This, with a hot wave in the middle of the month, has forced the crop so that the prospects are considerably reduced since the month of June. In other parts of Norway rain has been fairly general, but the weather has been cool. The north of Norway has had much rain.

The cutting of hay is going on all over the country, and much of it is in good condition. The crops vary a little, but the average of the whole country is about 95 per cent of normal. In some cases there is not much clover in the fields, but the quality is very good, as the weather during the harvest has been favourable nearly all over the country.

Grain is generally thin and of uneven development, partly on account of the seed failing to germinate (especially oats), and partly on account of the cold weather. The fields are also full of weeds, and in certain parts of the country damage has been done by insects. In the eastern and southern parts the growth has been retarded so that the prospects are reduced, but if there is more moisture for the remainder of the season, the crop will improve. The prospects for fall wheat and spring wheat are the best, about 99 per cent of an average year, but poor for oats, about 90 per cent.

The prospects for potatoes and roots are about average, but in the eastern and southern parts of the country the growth is delayed. There is not much clover in the fields, but what is left is good.

PROGRESS IN MANCHURIA

L. M. Cosgrave, Canadian Trade Commissioner

Shanghai, July 15, 1929.—In view of the tour of North China and Manchuria—a territory that includes the cities of Harbin, Mukden, Tientsin, Newchang and Peking—that is to be undertaken by the Trade Commissioner at an early date, it may be of interest to Canadian shippers to review the remarkable progress which has taken place in this area during the past few years.

During practically the whole period of disturbed conditions in China proper, Manchuria has been singularly free of internal disorders, and as a result has had an opportunity of developing its vast natural resources under conditions of comparative stability. This has been in a measure due to Japanese and Russian influence in South and North Manchuria respectively, and to the fact that the former Manchurian war lord, Chang-Tso-Lin, maintained a remarkable hold over the three northeastern provinces which comprise North and Central Manchuria.

Revenues from railways and agriculture have shown increased receipts each year, due primarily to the amazing influx of the best farming element from the war-ravaged Chinese provinces of Shantung and Chihli as far south as Honan. In recent years this migration has reached the remarkable total of over 1,000,000 per annum. Manchuria at the present time has a population, chiefly agricultural, of some 30,000,000 as compared to 2,000,000 in 1909. As an illustration of the progress that has been made in agriculture, in 1915 the bean and grain crops of Manchuria were estimated at 405,000,000 bushels, and in 1927 at 787,000,000 bushels.

The extensive railway system that has developed in both North and South Manchuria has been the most important factor in the country's progress. The annual wages bill of the South Manchuria Railway now amounts to 26,450,000 yen, of which 75 per cent goes to Chinese employees. With this development, combined with comparative peace and order, agricultural, mineral, forestry and industrial developments have made steady progress with ready capital available, which though chiefly Japanese, has also been supplied by various American, British and Continental firms.

DEVELOPMENT OF TRADE

Although the trade of Manchuria remained insignificant for many years, a remarkable change took place after the Russo-Japanese War, and particularly since 1907 when Dairen was opened up by Japan as a free port. The total trade of Manchuria in that year was valued at 52,000,000 Haikwan taels or 6 per cent of the total trade of China, and in 1927 at 676,000,000 Haikwan taels or 21 per cent of the total. Manchurian exports in 1927 amounted to 408,000,000 taels, of which beans and their by-products totalled more than 50 per cent. Japan was the heaviest purchaser, with Europe and America absorbing from 25 to 35 per cent. Cotton piece goods form the chief import, representing 67,000,000 taels out of a total import of 268,000,000 taels.

When Newchwang was the only open port in Manchuria, Great Britain had a virtual monopoly of the import of cotton goods. The United States obtained the leadership later. Japanese industries in those days were not in a position to compete, but since the Russo-Japanese war, aided by her geographical situation, Japan has secured the bulk of the market, and the World War enabled her to consolidate her position.

Since 1918, however, goods manufactured in China proper, particularly in Shanghai, have greatly increased and now represent 42 per cent of Manchuria's imports.

On the other hand, the industrial development of Manchuria has opened a wider market to foreign countries, and imports of machinery and other metal manufactures have steadily increased. The expansion of the Chinese Eastern Railway and the South Manchuria Railway have created a steadily increasing demand for industrial requirements of all kinds.

Imports from the United States (including the Philippines) amounted to 6,750,000 Haikwan taels in 1908, increasing to 17,500,000 in 1927; those of the British Empire from 2,600,000 taels in 1907 to 17,700,000. These figures are based on the Customs returns and do not include goods transhipped via Japanese and China ports.

In the trade of Manchuria as a whole, Japan still maintains her supremacy in imports as well as exports, but due to her tremendous investments in that territory, her purchases are larger than her sales, while North America and Europe continue to sell more than they buy, with a marked increase under both headings.

In 1926 there were only three main trunk lines from which stretched a few feeders ending abruptly in the potentially fertile but as yet undeveloped borderlands of Manchuria and Mongolia. These feeders have now begun to knit together forming a regular network, which in Southern Manchuria is fairly dense and from the farthest corners of this network new feeders are stretching out every month taking with them a steady flow of immigrants of an excellent farming type, and imports of farming machinery as well as material for the establishment of small industries. The situation in some respects resembles Canada's Middle West in the eighties and nineties of last century.

These railways, many of them under joint Chinese and Japanese ownership and management, are efficiently managed, and in practically all cases are revenue-producing, particularly the South Manchuria Railway, which has for the past ten years shown a large net profit—a profit that to a large extent has been reinvested in various economic and industrial enterprises throughout Manchuria.

Concurrently with railway expansion, the Chinese administrators in the three provinces have embarked on an ambitious scheme of road development to link up many small cities and towns with the expanding railway lines, and for this purpose are employing modern road-making machinery under the supervision of foreign and Chinese road engineers.

The Trade Commissioner will devote considerable time during his forthcoming tour to the study of Manchurian trade and the possibilities for the importation of Canadian products. Firms interested in securing agents are requested to communicate with the Shanghai office.

CHANGES IN CONSULAR LIST

The Department of External Affairs announce the following changes in the Consular List:

Mr. A. Ferrante has been appointed as Consul General of Italy at Ottawa; Mr. A. S. Lanfranchi, as Consular Agent of France at Halifax; Mr. G. D. Hopper, as Consul of the United States at Montreal; Mr. H. H. Bryn, as Consul General of Norway at Montreal; Mr. G. H. Butler, as Vice Consul of the United States at Montreal; Mr. E. J. Leveson, as Honorary Vice-Consul of Peru at Vancouver; Mr. J. F. Harrington, as Vice-Consul of the United States

at Ottawa replacing Mr. L. Baldwin; the rank of Mr. G. A. Mueller, German Vice-Consul at Montreal, has been raised to that of Consul; the rank of Mr. C. P. Fletcher, United States Vice-Consul at Toronto, has also been raised to that of Consul; Mr. S. E. C. Kendrick, United States Vice-Consul, has been transferred from Toronto to Montreal; and the Cuban Consulate at Toronto has been closed.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Australian Tariff Changes

The Canadian Trade Commissioner's office, Melbourne, Australia, cables that increased Australian customs duties were made operative August 23 on liquors, tobacco and products, picture films, petrol, motor chassis, silk and artificial silk piece goods. Canadian imports affected, the cablegram states, are unassembled and assembled chassis, the Intermediate and General tariff rates on each being increased by 10 per cent. The British Preferential tariff remains unaltered. On artificial silk piece goods the British Preferential tariff is increased by 5 per cent and the Intermediate and General tariffs by 10 per cent.

Under the Canadian-Australian trade agreement the Intermediate tariff on chassis, unassembled and assembled, is applicable to Canada. It is assumed that the percentage increases in the cablegram are ad valorem. On this basis the new tariff on chassis would be as follows:

	British Preferential Tariff	Intermediate Tariff	General Tariff
Chassis, unassembled .. ..ad val.	Free	22½%	27½%
Chassis, assembled .. ..ad val.	5%	30 %	35 %

South African Tariff Changes

With reference to the report in *Commercial Intelligence Journal* No. 1332 (August 10, 1929), page 216, Mr. C. S. Bissett, Canadian Government Trade Commissioner at Cape Town, cables that the decreased duties of the new tariff bill became effective as from August 21. The proposed decrease in the rate of duty on electric stoves from 15 per cent ad valorem to 5 per cent ad valorem was abandoned.

Tariff Changes in Mexico

Writing under date August 7, 1929, the Trade Commissioner in Mexico City advises that the following changes have been made in the Mexican import tariff:—

Fraction Number

46 Glycerine is now dutiable at 6 centavos per gross kg., equal to 1.36 cents per lb. This is a reduction from the previous rate of 12 centavos per kg.

146-A Wooden cross arms and pins for electric insulators are now dutiable at 2 centavos per gross kilo., equal to 0.45 cents per lb. These were formerly dutiable under fraction 137-B at 20 centavos per 100 gross kg.

New Roumanian Customs Tariff

Mr. Jean J. Guay, Canadian Trade Commissioner at Brussels, writes that a new Roumanian customs tariff became effective on August 1.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

724. Canned Goods.—A New Zealand firm of manufacturers' representatives desire to receive samples and prices from Canadian manufacturers of canned fruit, soup and fish, with a view to exclusive representation for New Zealand.

725. Preserved Milks.—A commission agent in Havana desires to sell Canadian sweet condensed evaporated milks with full cream, also skimmed milk and milk powder, in barrels of 200 to 400 pounds.

726. Hay.—A London hay merchant would like to receive quotations from Canadian exporters of hay.

Miscellaneous

727. Fish Meal.—A Genoa firm desire to import fish meal from Canada.

728. Fish Oil.—Representatives in Genoa wish to import fish oil from Canada.

729. Rubber Shoes.—Firm in Trieste would like to receive as soon as possible sample range of rubber shoes, with full description as to quality, prices, etc., with a view to marketing this article in Yugoslavia.

730. Lumber.—A firm in Hamburg, Germany, wish to act as agent for Canadian exporters of lumber, especially Douglas fir, spruce, hemlock and figured birch.

731. Building Materials.—A New Zealand firm of manufacturers' representatives desire to receive samples and quotations from Canadian manufacturers of builders' hardware, with a view to exclusive representation for New Zealand.

732. Oxy-Acetylene Welding Materials.—A firm of representatives and importers in New Zealand desire to hear from Canadian manufacturers in a position to export tobin bronze sticks, cast iron sticks, copper-covered iron welding sticks, cast aluminium welding rods, and other materials connected with oxy-acetylene welding.

733. Graphite.—A firm in Trieste wish to get in touch with Canadian company with a view to agency for graphite for Yugoslavia, principally of fine powdered quality, 90 to 92 per cent. Quotations and samples should be sent as soon as possible.

Trade Enquiries from Gibraltar

734. Sugar.—Importer in Gibraltar would like to receive c.i.f. quotations for Canadian refined, granulated and cube sugar.

735. Codfish.—One of the leading importers in Gibraltar would like to receive quotations for Canadian codfish.

736. Canned Salmon.—Importer in Gibraltar would like to receive quotations for 50 cases of canned salmon.

737. Haddock (Sundried).—Firm in Gibraltar would like to receive quotations from a Canadian firm for sundried haddock.

738. Potatoes.—An importer in Gibraltar would like to receive quotations from Canadian exporters.

739. Potatoes.—A firm in Gibraltar would like to receive quotations at once with a view to agency.

740. Flour.—Firm in Gibraltar wish to get in touch with a Canadian firm immediately with a view to opening up an agency.

741. Flour.—One of the leading firms in Gibraltar would like to get in touch with Canadian firm.

742. Tobacco.—Importer in Gibraltar would like to receive samples and prices of "Canada cigar cuttings," dark Kentucky, Pennsylvania, etc.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING AUGUST 26

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 26, 1929. Those for the week ending August 19, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending August 19, 1929	Week ending August 26, 1929
Austria	Schilling	.1407	$ .1421	$ .1423
Belgium	Belga	.1390	.1399	.1400
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0298	.0298
Denmark	Krone	.2680	.2662	.2681
Finland	Markka	.0252	.0253	.0253
France	Franc	.0392	.0394	.0394
Germany	Reichsmark	.2382	.2397	.2399
Britain	Pound	4.8666	4.8800	4.8838
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4033	.4038
Hungary	Pengo	.1749	.1761	.1763
Italy	Lira	.0526	.0526	.0526
Jugo-Slavia	Dinar	.1930	.0177	.0177
Norway	Krone	.2680	.2680	.2682
Portugal	Escudo	1.0805	.0453	.0453
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1479	.1483
Sweden	Krona	.2680	.2696	.2699
Switzerland	Franc	.1930	.1936	.1939
United States	Dollar	1.0000	1.0067	1.0075
Argentine Rep.	Peso (Paper)	.4244	.4226	.4221
Brazil	Milreis	.5462	.1196	.1197
Chile	Peso	.1217	.1218	.1219
Colombia	Peso	.9733	.9765	.9734
Mexico	Peso	.4985	.4876	.4862
Peru	Libra	4.8666	4.0268	4.0300
Venezuela	Bolivar	.1930	.1942	.1944
Uruguay	Peso	1.0342	.9891	.9898
Cuba	Peso	1.0000	1.0000	1.0000
Batavia, Java	Guilder	.4020	.4031	.4030
China	Tael	.....	.5838	.5849
India	Rupee	.3650	.3636	.3639
Japan	Yen	.4985	.4696	.4705
Siam	Baht (Tical)	.4424	.4492	.4495
Singapore, Str. Settlements	$	.5678	.5649	.5654
Jamaica	Pound	4.8666	4.8800	4.8838
Barbados	$	1.0000	1.00¾—1.01⅞	1.01⅛—1.02¼
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.00⅝—1.02	1.01⅝—1.02⅜
Martinique	Franc	.0392	.0393	.0394
Guadeloupe	Franc	.0392	.0393	.0394

STEAMSHIP SERVICES BETWEEN THE UNITED STATES AND RUSSIA

FREDERIC HUDD, CANADIAN TRADE COMMISSIONER

New York City, August 21, 1929.—A contract for the operation of cargo ships between North Atlantic ports and the ports of the Black Sea has been signed in New York by the Export Steamship Corporation and the Am-Derutra, an agency of the Soviet Government, thus opening the first regular ship service between the United States and Russia. Chartered ships have been operated between the two countries at various times, but under this contract the Export Line guarantees to make at least two sailings a month.

The first sailing will be made early in September by the *Exford*, an 8,800-ton ship, calling at the ports of Odessa, Nevorossisk and Batoum. Under the contract the Export Line will use only American-owned tonnage, but provision is made that if emergency arises that makes this impossible, foreign tonnage may be chartered.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Cherbourg and Southampton.—Empress of Australia, Sept. 3, Sept. 24; Empress of Canada, Sept. 6; Empress of Scotland, Sept. 10, Oct. 1; Montroyal, Sept. 17—all Canadian Pacific.

From Montreal

To Avonmouth.—Nessian, White Star, Sept. 7; Kastalia, Sept. 18; Salacia, Sept. 28—both Anchor-Donaldson.

To Belfast.—Melita, Sept. 14; Duchess of Richmond, Sept. 21; Duchess of Atholl, Oct. 4—all Canadian Pacific; Dunaff Head, Sept. 7; Lord Downshire, Sept. 17; Fanad Head, Sept. 26—all Head Line.

To Cardiff.—Kastalia, Anchor-Donaldson, Sept. 18.

To Swansea.—Nessian, White Star Line, Sept. 7; Salacia, Anchor-Donaldson, Sept. 28.

To Dublin.—Dunaff Head, Sept. 7; Lord Downshire, Sept. 17; Fanad Head, Sept. 26—all Head Line.

To Dundee.—Cairnross, Thomson Line, Sept. 20.

To Glasgow.—Metagama, Sept. 13; Melita, Sept. 14; Minnedosa, Sept. 28—all Canadian Pacific: Letitia, Sept. 6; Corinaldo, Sept. 13; Athenia, Sept. 20; Carmia, Sept. 27—all Anchor-Donaldson.

To Hull.—Incemore, Sept. 5; Cairndhu, Sept. 17—both Furness Line.

To Liverpool.—Duchess of York, Sept. 4, Sept. 27; Duchess of Atholl, Sept. 11; Melita, Sept. 14; Duchess of Bedford, Sept. 18; Duchess of Richmond, Sept. 21; Duchess of Atholl, Oct. 4—all Canadian Pacific; Doric, Sept. 7 and Oct. 5; Regina, Sept. 21; Laurentic, Sept. 28—all White Star Line; Antonia, Sept. 13; Andania, Sept. 27—both Cunard Line.

To London.—Beaverhill, Sept. 6; Beaverburn, Sept. 13; Beaverbrae, Sept. 20; Beaverdale, Sept. 27—all Canadian Pacific; Canadian Rancher, Sept. 3; Canadian Planter, Sept. 13; Canadian Inventor, Sept. 23—all Canadian National; Alaunia, Sept. 6; Aurania, Sept. 13; Ausonia, Sept. 20; Ascania, Sept. 27—all Cunard Line; Incemore, Sept. 5; Cairndhu, Sept. 17—both Furness Line; Megantic, Sept. 5; Calgaric, Sept. 19—both White Star Line.

To Manchester.—Manchester Commerce, Sept. 5; Manchester Citizen, Sept. 12; Manchester Division, Sept. 19; Manchester Brigade, Sept. 26—all Manchester Line.

To Newcastle and Leith.—Cairnglen, Sept. 6; Cairnmona, Sept. 13; Cairnross, Sept. 20—all Thomson Line.

To Southampton.—Montcalm, Sept. 18; Montclare, Sept. 26—both Canadian Pacific; Megantic, Sept. 5, October 3; Calgaric, Sept. 19—both White Star Line.

To Antwerp.—Canadian Rancher, Sept. 3; Canadian Planter, Sept. 13; Canadian Inventor, Sept. 23—all Canadian National; Montrose, Sept. 13; Beaverburn, Sept. 13; Montclare, Sept. 26; Beaverdale, Sept. 27—all Canadian Pacific.

To Bordeaux and Havre.—Hada County, Sept. 5; Kent County, Sept. 18—both County Line.

To Bremen.—Crefeld, Sept. 14; Koeln, Oct. 5—both North German Lloyd.

To Copenhagen and Baltic Ports.—Kentucky, Scandinavian-American Line, Sept. 17.

To Hamburg.—Beaverhill, Sept. 6; Montcalm, Sept. 18; Beaverbrae, Sept. 20—all Canadian Pacific; Emden, Sept. 6; Brant County, Sept. 13; Labelle County, Sept. 20; Elmshorn, Sept. 27—all County Line; Crefeld, Sept. 14; Koeln, Oct. 5—both North German Lloyd.

To Norwegian Ports.—Idefjord, Norwegian-American, late September.

To Rotterdam.—Grey County, Sept. 7; Labelle County, Sept. 21—both County Line.

To South France and Italian Ports.—Valleluce, Lloyd Mediterraneo Italian Service, Sept. 15.

To South African Ports.—New Georgia, Sept. 7; Cochrane (also calls at Sierra Leone), Sept. 23—both Elder Dempster Line.

To South American Ports.—Canadian Skirmisher, Canadian National, Sept. 20.

To Australian Ports.—Canadian Leader, Sept. 14; Canadian Commander, Sept. 30—both Canadian National.

To New Zealand Ports.—Canadian Transporter, Canadian National, Sept. 25.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, Sept. 7; Colborne, Sept. 21; Cornwallis, Oct. 5—all Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cathcart (Kingston only), Sept. 7; Lady Rodney, Sept. 14; Cavelier (Kingston only), Sept. 21—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Agnete Maersk, Sept. 13; Spica, Sept. 27—both Ocean Dominion.

To St. John's, Nfld.—Rosalind (also calls at Charlottetown), Furness-Red Cross Line, Sept. 6 and 20; Cabot Tower, Sept. 17; Reinunga, Sept. 24—both Nfld.-Canada SS.

To Cornerbrook.—New Northland, Sept. 4 and 18; North Voyageur, Sept. 9, and Sept. 23—both Clarke SS.

To St. Pierre, Miquelon; Grand Bank and Belleoram.—Cabot Tower, Sept. 17; Reinunga, Sept. 24—both Nfld.-Canada SS.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Sept. 12; Lady Nelson, Sept. 26—both Canadian National.

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From Halifax

To Londonderry and Glasgow.—Cameronia, Anchor-Donaldson, Sept. 9.

To Bourdeaux.—La Bourdonnais, Furness, Withy, Sept. 21.

To Liverpool.—Nova Scotia, Sept. 7; Manchester Hero, Sept. 12; Newfoundland, Sept. 24; Manchester Merchant, Sept. 30—all Furness, Withy.

To London and Hull.—Missouri, Leyland Line, Sept. 4 (does not call at Hull); Incemore, Sept. 9; Cairndhu, Sept. 20—both Furness, Withy.

To Manchester.—Manchester Commerce, Sept. 8; Manchester Hero, Sept. 12; Manchester Citizen, Sept. 15; Manchester Division, Sept. 22; Manchester Merchant, Sept. 30—all Furness, Withy.

To Londonderry and Glasgow.—California, Cunard Line, Sept. 2.

To St. John's, Nfld.—Nerissa, Sept. 3, Sept. 17; Nova Scotia, Sept. 7; Fort St. George, Sept. 10—all Furness, Withy; Farnorth, Farquhar SS., Sept. 13.

To St. Pierre-Miquelon.—Fernfield, Aug. 31; Farnorth, Sept. 7—both Farquhar SS.

To Kingston (Jamaica).—Cathcart, Sept. 10; Cavelier, Sept. 24—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, Sept. 12; Colborne, Sept. 26—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Sept. 6; Lady Drake, Sept. 20—both Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Sept. 4; Ottar, Sept. 18—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of Russia, Sept. 12; Empress of Asia, Oct. 3—both Canadian Pacific.

To Yokohama, Kobe, Moji and Hong Kong.—Ixion, Blue Funnel, Sept. 17.

To Yokohama, Osaka, Dairen and Shanghai.—Paris Maru, Osaka Shosen Kaisha, Sept. 6.

To Auckland, Wellington and Dunedin.—Golden West, Oceanic and Oriental Navigation Co., Oct. 10.

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To Wellington, Melbourne and Sydney.—Waihemo, Canadian-Australasian Line, Sept. 4.

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To Manchester.—Pacific President, Sept. 7; Pacific Enterprise, Sept. 21—both Furness Pacific.

To Liverpool, Southampton, London and Rotterdam.—Loch Goil, Sept. 12; Drechtdyk, Sept. 26—both North Pacific Coast Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Noorderdyk, Sept. 11; Moerdyk, Sept. 17—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—Alaska, Sept. 14; La Marseillaise, Sept. 28—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Cellina, Navigazione Libera Triestina, Sept. 14.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Villanger, Westfal-Larsen Line, Sept. 5.

To West Indian Ports.—Temple Lane, Canadian Transport Co., Sept. 15.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

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Canada-West Indies Conference Report, (1925). (Price $1.)
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Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
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PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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OCT 2 1929

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, September 7, 1929 No. 1336

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THE JAPANESE MARKET FOR LEATHER

James A. Langley, Canadian Trade Commissioner

[Note.—1 kin=1⅓ pound]

Kobe, August 2, 1929.—Japan offers a good market for practically all types of leather, but as stock-farming in this country has not developed to any great extent, it is impossible for it to be self-dependent in the supply of hides and leathers. The consumption of leather has been steadily increasing since the close of the war due to the demand for foreign-style shoes, and as there has been only a small growth in domestic production, Japan is forced to import considerable quantities annually. It is estimated that there are only twenty-two tanneries in Japan equipped with modern machinery for the production of leather, while small household establishments using little or no machinery are the usual workshops. The total value of leather imports into Japan during the year 1928 was 7,713,475 yen; and for 1927 7,668,685 yen, approximately 60 per cent of which come from the United States with increased competition from British India, the United Kingdom and Germany. The great bulk of the leather imported from India consists of partly tanned hides and skins, which are finished in Japanese tanneries. Up to a few years ago the greater part of the leather imports from the United States originated in Californian tanneries, as the hard firm finish of the Californian hard-rolled oak-bark tanned leather appeared

to be more durable than the more pliable leathers of the Eastern manufacturers. This is now no longer the case, and Eastern leathers are finding their way into this market. Canadian tanners were handicapped by the preference for Californian leathers, but this has now been removed and Ontario and Quebec tanneries should be able to share in this business.

As regards methods of distribution, there are recognized importers of leather in Japan; some well-known firms specialize in this commodity, and others handle it along with many other products. These importers buy direct from the manufacturers, and sell to the leather dealers and wholesalers. There are hundreds of small shoe manufacturing shops throughout the country, where shoes are made by hand, but only seven or eight large shoe factories are equipped with modern machinery; and some twenty small plants are partly so equipped. The small shops buy their leather from dealers, while the larger factories make their purchases from the import houses direct.

Small sample shipments of Canadian leather have been favourably received as to quality, and if a slight change were made in the finish the prospects for future business would be very favourable.

UPPER LEATHERS

Japan is still dependent for the largest part of her requirements of upper leathers on foreign sources of supply, as Japanese tanners only began the production of upper leathers within the last few years, and the domestic output is still limited. For use in the domestic industry considerable quantities of rough or semi-tanned hides and skins have been imported from British India and Malaya, and finished into upper leathers in Japan for the domestic markets. Both chrome and bark-tanned uppers are produced in Japan, but inferiority in finish and elasticity, it is stated, has caused domestic consumers to give a preference to foreign leathers. The value and quantity of upper leathers imported into Japan are given in the following table:—

	1928	1927	1926
Quantity ..kin	247,250	311,342	283,848
Value ..yen	2,372,925	2,629,243	2,303,557

The United States is the chief source of supply of upper leathers, but Germany is gradually increasing her importations. Smaller quantities of finished uppers are also brought in from the United Kingdom and Australia; cheaper grades are imported from British India. It is estimated that more than 2,000,000 square feet of American upper leather are sold annually in Japan, and that kid and calf leathers form the largest proportion of these sales. Most of this leather originates in or near Boston and New York. Canadian tanners in Ontario and Quebec, provided they are anxious to do business, should be able to cater to the requirements of Japan if they are willing to comply with the particular preferences of the Japanese buyer and to provide the required quality. Coloured uppers are becoming increasingly popular in this country, and larger quantities are being imported annually. Medium and light medium weights in uppers seem to be in greatest demand, and the large-sized skins or sides are usually preferred.

The Japanese prefer a soft pliable tan. While the "boarded" surface has always been popular, the smooth finish is also coming into favour, especially in the Kanto district. In tans, ox-bloods, etc., a red that is too pronounced is not desirable. Japanese women, with the exception of the majority of school girls, seldom wear shoes, so that upper leathers are almost always purchased in the heavier weights, if the leather is intended for the shoe manufacturing industry. In the past leathers have been folded and packed in wooden cases. This has caused the leather to crease; the leather should be rolled not folded. As

the consumption of upper leathers in Japan is continually increasing, Canadian firms interested in export markets should not neglect this field, as Japan offers an excellent outlet for increased sales of upper leathers.

In the imported upper group, black kid leather of extra fine grade is sold at 1.20 yen per foot; brown of the same grade at 1.95 yen. Domestic brand box calf is quoted at 87 sen and "Castle" brand at 92 sen. "Gold Coin" brand chrome tanned is worth 87 sen.

SOLE LEATHERS

The production of sole leather in Japan has shown a consistent annual increase. The domestic output is now estimated at approximately 6,000,000 pounds, against an estimated annual consumption of almost 10,000,000 pounds. Local tanneries, in addition to increasing their production, have made considerable strides in improving the quality of their leather, and while it does not compare with that of foreign manufacture, it answers certain purposes for which it is employed. One drawback to the domestic product is that it quickly absorbs water and shows up unfavourably after it becomes dry. The humid climate requires a strong durable leather that can withstand moisture and the wear on bad roads, and something like 4,000,000 pounds of foreign sole leather is brought in annually. A large proportion of the domestic sole leather is used in the production of the cheaper and medium grades of footwear, while the imported product is used in the better qualities of shoes and for repair purposes.

According to the returns made public by the Finance Department, the following imports of sole leather took place during the years stated:—

	1928	1927	1926
Quantity ..kin	802,815	1,338,813	1,579,745
Value ..yen	1,244,290	1,604,830	1,745,341

About 80 per cent of the imports are from the United States. Until a few years ago Californian hard-rolled, oak bark tanned sole leather was very popular. As has been already stated, its hard firm finish gave the impression that it was much more durable than the more pliable sole leathers of Eastern manufacturers. However, while this impression is still quite prevalent among the more conservative dealers, it is being overcome as a result of experiments with the more pliable sole leathers of the Eastern part of the country, and consumers are coming to realize that the softer leathers are really just as tough in texture and will wear as long as any oak-tanned material. Another point is that with the recent development of modern shoe-making factories, there is an increasing demand for a more pliable leather suitable for use in modern shoe-making machines.

Sole leather is bought by the pound and is usually imported in bales of ten pieces weighing approximately 260 pounds. Defects due to "bend marks" and "butcher cuts," which leave ugly scars or cuts on the hides, are noted in imports from certain sources; they greatly impair the quality of the leather and considerably reduce the price. For the winter trade a heavy sole leather is required, which should reach Japan during the months of September, October and November, while the summer requirements generally come in during February, March and April. During the last year the average price of sole leather was 179.30 yen per 100 kin as against 157 yen for the previous year and 155 yen for 1926. To-day imported American sole leather, No. 1 quality, is quoted at 180 yen, while "Lion" brand, a domestic sole leather, is quoted at 170 yen.

Firms interested in this market should forward samples and c.i.f. prices to this office.

PATENT OR LACQUERED LEATHER

The sale of patent or lacquered leather in Japan has never been extensive; it is seldom used in the making of shoes, and is neither popular nor serviceable for Japanese wear. It is utilized chiefly in the making of belts, purses, peaks

for caps, etc. While the value of patent leather imported into Japan shows an increase, the quantity has decreased during the last two years, attributable chiefly to the higher quotations at the sources of supply and to general economic conditions in Japan. Then again the consumption of patent and certain other fancy leathers has been curtailed by the 100 per cent ad valorem duty imposed by the Luxury Tariff on this leather, as higher prices must be obtained for this commodity on account of this duty.

Imports of patent or lacquered leather during the years from 1925 to 1928 were as follows:—

	1925	1926	1927	1928
Quantity .. ..kin	32,400	54,681	30,106	28,259
Value .. ..yen	128,256	168,383	101,139	120,838

About 90 per cent of the importations (168,983 square feet in 1928) come from the United States, although German producers are showing an increased interest in this market. Some dealers affirm that the quality of German patent leather is superior to that from other sources. It is estimated that there is here a market for at least 250,000 square feet of patent leather annually, the largest part of which is made up of patent sides, but there is also a demand for fair quantities of patent goat and kid and patent horse and colt. The medium and cheaper grades of patent leather find the most ready market. Domestic tanneries have been experimenting for some time in an endeavour to produce a satisfactory quality of patent leather, but so far they have met with little success; only limited quantities of the cheaper qualities are being produced.

SWEAT LEATHER FOR HATS

With the gradual change in the customs and tastes of the Japanese people and with their gradual adoption of foreign clothes, the male population have taken largely to the wearing of caps and hats, even when the native kimono is worn. At first most of the hats sold were of foreign origin, but of late the demand is being taken care of by domestic manufacturers who turn out thousands of cheap felt hats, straw hats and caps annually. The better-grade felts are still imported, but with the high duty the prices are beyond the reach of any but the more wealthy class. Among the materials imported for use in the manufacture of head coverings in Japan, leather sweat bands are among the most important. There are a number of factories making these from imported materials, but the bands are not of the best quality, although gradually improving, and as a result 34,088 kin were imported during last year as against 37,183 kin in the previous year. Prices of the domestic brand have the advantage of cheapness and if the quality continues to improve the requirements of hat producers may be met entirely by domestic manufacturers. It is understood that the largest imports are from England, followed by the United States. While the range of designs available from England is limited, the price is usually lower than that from other sources, and after many years of use—as the Japanese are well accustomed to the quality of British hat leathers—they favour the British makes which are available in five qualities or grades, as against three in the case of American.

The length of all hat leathers, regardless of the purpose to which they are to be put, is 23½ to 24 inches. The width varies according to use, that for stiff and soft hats being 2 inches to 2¼ inches with unturned edge; for straw hats 1¾ inches to 2 inches with a turned edge; and for caps 1¼ inches to 1⅜ inches with edge turned. Light and dark brown shades seem to be in the greatest demand.

The selling price to dealers of British-made hat leathers per gross, in 2-inch widths is as follows:—

	1st Grade	2nd Grade	3rd Grade	4th Grade	5th Grade
Yen	25.00	24.00	23.00	22.00	21.00

American goods are quoted one to two yen higher. The present quotations, f.o.b. home ports, of British-made hat leathers, $2\frac{1}{8}$ inches wide, with ruled edge per gross are: best grade, 40s. to 46s.; medium grade, 34s. to 38s.; low grade, 22s. to 30s.

The cost of sheep hides from which sweat leathers are made is quoted at 34s. to 40s. per dozen of 7 or 8 feet square, f.o.b. Liverpool or London. Samples of domestic-made hat leathers manufactured out of British material are on file at the Department of Trade and Commerce, Ottawa. The selling price is 15 yen per gross.

Importers are much interested in the possibilities of obtaining supplies from Canada, and if manufacturers are interested in this business, samples and prices should be sent forward and they will be duly submitted to the interested firms in Japan.

The import duty on foreign hat leathers is 88.80 yen per 100 kin or $40.85 per $133\frac{1}{3}$ pounds.

MISCELLANEOUS LEATHERS

Under the caption "other leathers made from bull, ox, cow and horse," the Finance Department shows an importation to the value of 96,759 yen during 1928 of 109,923 yen during 1927, and of 135,410 yen during 1926. About 50 per cent of the imports come from Great Britain, with a small quantity from the United States. It is hard to say just what items are covered in making up these totals, but in all probability they include fancy leathers, and furniture coverings.

There is a small demand for foreign harness leather, but the exact quantity imported is not known as this item is not kept separate in the customs returns. As the average harness on a horse consists of a leather collar, headstall and, in some cases, reins (the traces frequently being made out of rope), it is reasonable to conclude that the demand is not large, and that the domestic manufacturers are employed to a great extent in the manufacture of harness. Home-tanned oil grain fancy grade harness leather is quoted at 145 yen per 100 kin; collar leather of extra heavy weight and of best quality is sold at 70 sen per foot; oil grain collar leather, first quality, is quoted at 77 sen per foot. Steer charine leather of good quality is quoted at 62 sen, that for colt collar leather, fancy grade, at 37 sen.

Formerly all razor strops were imported, but owing to tariff protection these are now being produced made out of imported leathers. If a source of supply for a good quality of horsehide or cowhide leather suitable for this purpose is available in Canada, samples and prices should be forwarded to this office.

ROLLER LEATHER

There is a consistent demand from the textile industry for what is known as roller leather. This is a light-coloured sheepskin made especially for use on spinning machines, and in the past has been imported almost entirely from Great Britain. Imports during the last three years have shown a falling off, but the business is worth cultivating. The following figures cover foreign purchases during the last three years:—

	Kin	Yen
1928	7,291	109,742
1927	10,821	145,871
1926	21,016	322,850

SHEEP AND GOAT LEATHER

As regards quantity, the most important species of leather imported into Japan is that prepared from the hides of sheep and goats. The large consumption may be attributed to its cost when compared with other varieties of leather,

and to the fact that it is used in practically all trades, the principal consumers being the manufacturers of hats, purses, furniture manufacturers and upholsterers, etc. The principal source of supply is British India, followed by Great Britain. Quantities and values of sheep and goat leather imports during the last three years were:

	Kin	Yen
1928	1,391,327	3,449,169
1927	1,145,556	2,832,466
1926	1,282,205	3,181,318

MANUFACTURES OF LEATHER

There is little in the way of merchandise manufactured out of imported leather except leather belting and sweat leather for hats, the former showing a decided decrease from year to year. Before the Luxury Tariff was brought into effect, the value of boots and shoes of leather imported was considerable. Under the Luxury Tariff boots and shoes were classified as luxuries and as such subjected to a duty of 100 per cent ad valorem, so that few orders are now placed for foreign leather footwear. As a result of this duty, a pair of foreign-made boots costs about 45 yen per pair—a price that makes business almost impossible. Shoes of Japanese make cost from 26 yen per pair, but the workmanship and fit leave much to be desired. The value of leather manufactures imported during 1928 is shown in the returns issued by the Finance Department as 382,254 yen; for 1927 as 439,927 yen; and for 1926 as 661,491 yen.

LEATHER BELTS FOR MACHINERY

There are a number of domestic manufacturers of leather belting who turn out a good product from leather imported from foreign sources. The demand for leather belts, however, is falling off with the increased use of electric power. The abolition of night work in the cotton mills, coupled with the tendency on the part of belt users to turn to rubber composition, are additional factors in reducing this business. Imports are thus shrinking. The value of imports of leather belts for machinery during the year 1928 is placed at 88,271 yen, during 1927 at 147,144 yen, and during 1926 at 135,641 yen. Of the imports, about half are of French origin, and there were smaller quantities from the United States and Germany. In 1927 the United States was the chief source of supply.

A catalogue and price list of the Nitta Leather Belt Manufacturing Company, Osaka, have been sent to the Department of Trade and Commerce, Ottawa, and may be seen by firms interested.

EXPORTS OF LEATHER FROM JAPAN

As has already been pointed out, the number of firms in Japan interested in the production of leather has shown a decided increase, while the quality of the leather is steadily improving. The result of this has been that manufacturers and exporters are becoming interested in foreign markets, and are exporting leather and leather goods in a steadily increasing value, as the figures given below covering the exports for the last three years show:—

	1928 Yen	1927 Yen	1926 Yen
Leather	1,004,805	876,272	858,621
Belts for machinery	394,855	288,146	487,724
Other leather manufactures	113,714	156,521	104,041

The chief buyers of Japanese leather and leather manufactures are merchants in Kwantung province, in China, with a small quantity going to other Far Eastern markets.

LEATHER SHOE POLISH

In Japan there are no shoe-polishing stands. Recently boys may be seen standing on street corners and soliciting business in the polishing of the shoes of passers-by. All the better-class stores have on sale foreign as well as domestically-made shoe polishes, and while the former is recognized for its superiority and priced accordingly, the Japanese product has shown a decided improvement during the last few years. The best-known brands of foreign polish are probably "2-in-1," manufactured in the United States; Chelsea and Meltonian, produced in England; and Kiwi, of Australian manufacture. The prices of these polishes range from 30 sen to 40 sen per tin or jar, while the domestic polish sells for about 25 sen, usually in tins of a slightly larger size than that offered by foreign manufacturers. Without doubt there will be a market here for foreign polishes for some time to come, and Canadian manufacturers interested should send samples and prices. It must be borne in mind, however, that the brands above mentioned are well established, and that a new polish must have some special attraction in order to make it appeal to the public. A certain amount of advertising will be necessary in order to bring the polish to the attention of the public. No special markings are necessary on the containers except the clear statement as to where the polish has been produced. A great many of the domestic polishes are put up in attractive containers, with the printing entirely in English, thereby giving no indication to the casual buyer as to the place of origin unless, which is now usually the case, special attention is paid to this point.

DEMAND FOR FOREIGN HIDES

As already stated, comparative inactivity in stock-farming in Japan makes it impossible for the country to be self-dependent in the supply of hides and leathers, especially in view of the growing demand for leather goods, therefore local leather manufacturers are dependent on other countries for their raw materials, and make large regular monthly purchases of cow and other hides. A very attractive amount of business is obtainable from the hide market, where the demand is mainly for the lower grades, as the higher-priced raw materials are more or less neglected as a result of the curtailed purchasing power of the trade. The importations of cow and buffalo, and other hides during the last three years were as follows:—

		1928	1927	1926
Cow and buffalo hides	Yen	8,206,641	7,978,932	12,558,381
	100 Kin	169,331	184,879	263,816
Other	Yen	2,270,014	1,655,892	1,826,642
	100 Kin	43,706	37,186	46,043
Totals	Yen	10,476,655	9,634,824	14,385,023
	100 Kin	213,037	222,065	309,859

About 50 per cent of the hides imported into Japan originate in China, and 25 per cent in the United States. The Chinese hides are from Hankow, Shanghai, Tsingtao and Tientsin, and are shipped through the medium of Japanese and German export houses located in these centres. These hides are small in size, and are used for making sole leather and for military equipment.

There is no import duty on hides coming into Japan, and Canadian firms in a position to make regular shipments should communicate with interested importers here.

CANADA'S EXPORTS TO SOUTH AFRICA IN 1928

C. S. Bissett, Canadian Trade Commissioner

Canadian exports to South Africa were distributed as follows during the past two years:—

	1928	1927	Inc. or Dec.
Animals and vegetable products	£ 2,630	£ 3,076	—£ 446
Foodstuffs	543,556	562,199	— 18,643
Beverages	31	201	— 170
Tobaccos	4	.....	+ 4
Textile products	26,658	21,306	+ 5,352
Metal goods, machinery and vehicles	688,624	526,679	+ 161,945
Minerals, earthenware and glassware	1,346	7,689	— 6,343
Oils, paints and varnishes	3,035	2,624	+ 411
Drugs, chemicals, fertilizers	90,375	80,018	+ 10,357
Leather and rubber goods	393,238	381,489	+ 11,749
Wood and wood products	111,978	155,021	— 43,043
Books, paper and paper products	277,811	205,628	+ 72,183
Jewellery and musical instruments	2,715	2,866	— 151
Miscellaneous	20,741	19,894	+ 847
Total	£2,162,742	£1,968,690	+£194,052

Although the imports in 1928 of foodstuffs advanced appreciably, Canada's share dropped somewhat, from unimportant causes. The metal manufactures, machinery and vehicles class returned very satisfactory figures, having increased by over 30 per cent, which is considerably better than the average. However, the paper class was the most outstanding of all, with an increase of over 35 per cent. This class was not affected by either such adverse or such favourable conditions as the first two, and its excellent showing is the more gratifying for that reason. Both the chemical and rubber classes also shared in the average increase, but the principal remaining group, wood and wood products, declined sharply. Apart from these classes, Canada obtains little of consequence.

Generally Canadian trade moves along fairly well-defined lines. Certain commodities or commodity groups, few in number, account for the majority of the total. These in order of merit, with their values, for the past two years follow:—

	1928	1927
Rubber tires and tubes	£ 524,626	£ 334,018
Motor vehicles, chassis, parts and accessories	312,967	195,281
Wheat	279,690	293,873
Agricultural implements	222,627	168,199
Printing paper	188,111	114,368
Flour	113,195	105,810
Cyanide	85,505	77,189
Timbers	74,710	107,253
Wrapping papers	73,694	78,606
Preserved fish	52,132	75,447
Total	£1,727,259	£1,550,064

The total of the above major groups accounted for almost 80 per cent of the total trade. From being the principal group up to 1926, motor vehicles, parts and accessories in 1927 dropped to third place but has this year come second, displacing wheat. As late as 1923 this group accounted for 43 per cent of Canadian trade with the Union, but since 1925 has undergone considerable change, losing its previous relative importance. In spite of a loss in this particular item, the total volume of Canadian trade with South Africa did not suffer greatly in past years, such loss having been partially made up by substantial gains in other directions. Some variation is evident in the relative importance of other commodity groups, cyanide for example, an increas-

ingly important item, having within the past two or three years entered the major class, and this year ranking above both timbers and wrapping papers in value.

In addition to the above ten major groups, there are ten minor items which fall below the £50,000 mark but exceed £10,000 in value. These with their values (1927 figures in brackets), are as follows: Rubber soled canvas and rubber shoes, £49,165 (£32,144); electric stoves and utensils, £44,231 (£25,156); wrought iron and steel piping, £24,384 (£41,588); shovels, £22,509 (£15,365); full cream condensed milk, £21,041 (£24,049); chocolate confectionery, (£18,086 (£18,206); fresh apples, £16,752 (£14,974); binding twine, £13,369 (£8,587); manufactured sweets, £11,623 (£6,995); pulpboards, £10,279 (£18,809). These combined total somewhat in excess of 10 per cent of the total trade in both years. The last 10 per cent is scattered through various classes of commodities in various items each of small or negligible value. However, they illustrate the present tendency of Canadian exports to expand into those classes which heretofore have been monopolized by other countries. In time such small items should grow to be valuable additions to Canadian trade and should in future change the present selective nature of it to a general one.

On the whole the year 1928 can be considered as satisfactory. The increased value for the year, in spite of a loss of £43,043 in the timber group (about 28 per cent), amounted to £194,052. The greater portion of it is accounted for by motor vehicles and printing paper, but appreciable advance was registered in other groups as well. It is noteworthy that this year the volume of trade exceeded that of the previous year for the first time since 1925. The annual decreases in past years have been wholly due to the loss of motor vehicle trade consequent upon the abolition of preference on Canadian cars in 1925. Conversely in every year such loss has been minimized by increases, amounting to about 5 per cent of the total, in all other exports. Excluding motor vehicles in both years, the increase for the present year's trade over that of 1927 amounts to about 4·3 per cent, which is much on a par with that of former years. Furthermore, the large increase in South African imports this year was centred mainly in the textile and the metal manufactures machinery and motor vehicles groups. In the former, Canada does very little, and as her share of the latter is almost 50 per cent motor vehicles, the 1928 increase in her trade, when motor vehicles are excluded, is the more noteworthy.

FOODSTUFFS

Although the foodstuffs trade decreased slightly this year, it was for reasons beyond the control of ordinary commercial practice. Wheat, the principal item, dropped from £293,073 to £279,690, but it was entirely due to a drop in price as the quantity increased from 51,246,961 pounds in 1927 to 52,782,717 pounds in 1928. The total import of wheat largely advanced during the year under review due to a poor domestic crop of soft wheat which necessitated heavy imports of soft wheats from both Australia and Argentina. Canadian hard wheat did not share in this increase as this import is more or less stable from year to year. Whatever changes may occur in the soft wheat situation, Canadian hard remains unaffected as it is used for blending purposes only, in a fairly well fixed ratio, in order to improve the quality of South African flours. However, over a period of years the quantity imported has steadily advanced due to the demand for stronger flours, and should continue to do so in future, probably at the expense of flour as the local milling industry progresses. The domestic price of offal in some degree determines whether grain or flour is imported from Canada for blending purposes by the millers, but the independent bakers usually import flour and do their own blending.

Hard wheat flour increased somewhat in value, from £105,810 to £113,195, but much more so in quantity. Reduced prices, as in wheat, tended to minimize the importance of the progress made. This item is usually about 40 per cent of the value of the wheat trade.

Preserved fish is the third item of importance, and it dropped sharply from £75,447 to £52,132. Salmon is the principal constituent, and due to a poor run last year of the cheaper grades, pinks and chums, which South Africa buys almost exclusively, such buying was restricted. The remainder of this item is made up almost entirely by sardines, which is a growing country trade and likely to expand slowly.

Full cream condensed milk is the third principal commodity, and it also decreased last year from £24,049 to £21,041. The crop is, however, of little consequence as the whole trade is the output of one factory, the branch of a Continental plant, which is allocated such export orders as cannot be filled by the parent concern. Generally the Canadian share is carried on at a loss, as ordinarily independent milk producers cannot compete in this market against the Continental combine. The above three items between them are responsible for almost the whole of the loss in foodstuffs.

Chocolate confectionery, next in order of importance, decreased very slightly, from £18,206 to £18,066, in conformity with a general decrease from all countries. Relatively Canadian chocolates gained favour and further consolidated their position. Since the war this item has steadily advanced, and to-day it is recognized as the highest-grade confectionery on the market. Packing, appearance and flavour are responsible, and in spite of a high duty should continue to increase in value. Coupled with it is the item of manufactured sweets which increased by two-thirds—a notable gain in competition with Great Britain. Specialties in Canadian style, as against the staple British lines, are responsible. The values were £6,995 in 1927 and £11,623 in 1928.

The past year was a good one for fresh apples, the Canadian share having advanced from £14,974 in 1927 to £16,752. Almost 75 per cent of this trade is Canadian, and the advance recorded is about equal to the total increase in this item from all sources. Like confectionery, Canadian apples have a reputation for excellence of flavour and appearance. The trade is, however, a luxury one and the demand at present is limited. Too forceful exploitation of the market would most likely ruin it, but this is unlikely to happen as high costs of freight and limited refrigerator space restrict the supply in accordance with the market's natural powers of absorption. However, gradual expansion is certainly warranted and further increases are anticipated in 1929.

Full cream cheese recorded a quite considerable gain, testifying to the popularity of the Canadian variety, although the effect of the increase was minimized by a general advance in the imports. The respective Canadian figures were £11,145 as compared with £7,541. Canada obtains on the average about 30 per cent of the total, in competition principally with Holland and Switzerland. It is noteworthy that imitations of this distinct Canadian variety are still being offered from the Continent, but they are no more satisfactory now than they were at first.

Although rolled oats and oatmeal improved slightly—£6,719 and £6,326 respectively—the returns are unsatisfactory as compared with former years. This trade was once much more important than it is to-day, as a fair quantity of rolled oats was imported and repacked in the country by local cereal companies under their own brands. Larger local supplies have almost wiped out this trade and to cap it such Canadian packaged goods as have sold here regularly are now confined to the coastal areas due to very high freight rates to interior points designed to protect the domestic industry.

Canned vegetables, mainly corn, peas and tomatoes, advanced from £3,123 to £4,133 in sympathy with a general increase. Sweet corn, and to a minor extent tomatoes, were responsible. Gradual headway is being made in this trade, although the small container offered from the Continent is more acceptable to the trade than the larger Canadian and American style.

In the animal products subsection of this class sausage casings account for practically the whole of the Canadian share with a value of £2,537 in 1928 as compared with £2,887 in 1927. Very keen competition is experienced in this item from the United States, and the majority of Canadian firms are unable to compete.

More notice has lately been taken in Canadian bacon, the imports having risen from £552 to £1,122. This is really a negligible amount, but it is interesting in that Canadian bacon having always been a high-class product was considered to be much too dear to sell freely. Actually it is, but the increased import shows a tendency towards the merchandizing of high-class foodstuffs by the better-grade grocery retailers. Hams did not participate in the advance. It is likely that this trade will continue to grow from year to year.

Another interesting feature of the foodstuffs trade is the reappearance of Canadian butter to a value of £2,019. This is entirely due to a butter shortage locally because of drought in 1928. As a rule New Zealand and Australian butter (the latter usually from London) fill the gap, as lately there has been little or none of the Canadian variety for export at the price offering. Unless butter prices in Canada decrease materially there is little likelihood of suppliers obtaining any business in this market in normal times.

Beyond the above commodities no other exceeded a value of £1,000 during the year under review.

BEVERAGES AND TOBACCO

These two classes produce no business for Canada worth mentioning. In whiskies, rye is the only one offered and this accounted for the whole of the beverage trade (£31) last year. Scotch is really the only whisky that South Africa imports and the small amounts of ales, beers and stouts come from Germany, England and Ireland. Similarly Canada exports no tobacco to this country, and in any case it would be most difficult to do against the heavy duty imposed.

TEXTILES AND TEXTILE PRODUCTS

Cheap cotton underclothing, principally singlets for the native trade, is the feature of this class in the apparel section. This item advanced from £4,965 to £6,094. The share obtained is very small as compared with those of the principal suppliers—Great Britain and in lesser degree Japan—but to obtain any share at all in a cheap article of this kind in face of this competition is encouraging. Men's outer garments, of a value of £1,292, showed little change from former years. The men's ready-made clothing trade of the Union is principally in cheaper lines and is different to the same trade in Canada which caters to all types. Whereas high-class ready-mades in Canada are usual, the trade in South Africa has not reached that level. Competition from the tailoring industry is severe, some tailored suits being retailed at £3 17s. 6d. There is a general prejudice against the ready-made article which definitely limits its sale. Great Britain is supreme in this trade, obtaining 85 per cent of the total, and it is extremely doubtful whether Canadian firms can compete in price with British suppliers.

Women's outer garments rose from £279 in 1927 to £1,163. The whole item is composed of silk wash dresses from one firm.

Felt hats increased from £131 to £1,200—also the product of one firm which is making a determined bid for a share of this trade which is dominated

by Great Britain and Italy. These hats have an excellent reputation, and it is probable that a larger share in this item will be captured in future years.

In spite of the preference on silk hosiery, the Canadian share dropped from £1,855 to £589. Since 1925 this item has decreased to about one-tenth of its value of that year. This is entirely due to the inability or unwillingness of manufacturers to supply the pointed heel, on full-fashioned silk hose, which is invariably demanded. The square heel will not sell in South Africa at the present time. The popularity of the pointed heel and its variations is phenomenal, and to obtain a share of the business manufacturers must offer it not in one or two numbers but in their complete range.

The only other article in this class of any consequence comes under the fibres section, viz., binder twine. Incidentally it is by far the most important and accounted for 50 per cent of the textile trade last year, having advanced from £8,587 to £13,369. The total imports increased by about 30 per cent, Canada having obtained about two-thirds of such increase. Local twine factories are not yet producing the quality required for binder use, but are cutting into the trade in the cheaper types for making up into rope.

METAL MANUFACTURES, MACHINERY, VEHICLES

Automotive vehicles and equipment, and agricultural implements are the two outstanding entries of this class. They rank second and fourth respectively in Canadian exports to this market. In both distinct advances were made, the former being particularly noteworthy. Since 1925 the Canadian share of the motor vehicle trade, consequent upon the abolition of preference, had been decreasing steadily until it reached its climax in 1927. Exports in that year were further diminished by the practical withdrawal of one of the best-known makes pending the introduction of a new model. Incidentally the re-entry into this market in full force of the company in question, whose South African plant is supplied from the Canadian factory, is responsible not only for the increased share of the trade obtained last year, but also for the great bulk of the total. With production again in full swing, it is probable that the figures for 1929 will show a further advance, and automotive equipment generally will regain its former place as the premier commodity group. Motor cars accounted for £254,927 (£114,420 in 1927); motor car chassis, £1,000 (nil); motor car parts and accessories, £37,840 (£43,362); motor truck chassis, £19,174 (£33,411).

Agricultural implements experienced a very good year due to the heavy maize crop in the Transvaal and Orange Free State. Wheat had no part in the increase, as this Cape Province crop was very light due to drought conditions in some of the principal districts. Ploughs, harrows and parts was the largest single item, advancing from £111,929 in 1927 to £154,113 in 1928. Binders, reapers and mowers increased from £16,703 to £24,171, but threshing machines declined from £7,711 to £4,494, due principally to keen competition from the United States. Other unenumerated implements rose from £36,879 to £43,991. The competitive ability of Canadian ploughs and harrows is noteworthy; the Canadian share of this item increased much more than did the total for the year.

Excellent progress was made in electrical heating and cooking apparatus, mainly stoves and ranges. Whereas this item was of small moment in 1925, it has increased steadily since that date and amounted to £44,231 in 1928 as compared with £25,156 in 1927. The Canadian electrical stove has an excellent reputation in the Union and has benefited to a greater extent in the increased imports than has that of any competitor, the figures for 1928 representing over 37 per cent of the total import. Better returns are anticipated for the present year.

Wrought iron and steel piping slumped considerably last year in conformity with a general decrease from most suppliers. Poland in recent years has entered the trade for the first time and bettered the Canadian share as a commencement. The figures were £24,384 for 1928 as against £41,588 in 1927.

A marked increase in shovels took place, and it was obtained at the expense of the United Kingdom and Germany. Over a period of years this trade has steadily increased although the total imports have been declining. Mechanics' tools and windmills improved their positions slightly and kept pace with increases in the totals.

The machinery sections did not hold their own and were accompanied in decline by miscellaneous manufactures of iron and steel and bolts, nuts and rivets. The latter is due mainly to the cheap freights offered from continental ports during the recently ended freight war. Small advances were recorded in hauling chains, wire rope, and wrought iron and steel pipe fittings. Railway locomotives again appeared in the returns, to a value of £2,021.

Generally the commodities under this class had a successful year and account for a considerable proportion of the total trade increase. With a normal year in 1929, much the same position can be expected.

MINERALS, EARTHENWARE, GLASSWARE

There are only three items in this class which ordinarily are of any interest to Canadian producers, and all three during 1928 disappeared entirely or were reduced heavily. At one time an increasing trade in building cement was anticipated, but the imposition of an ordinary dumping duty wiped out the business altogether. No revision of such duty is anticipated until the cost of the domestic package falls below that of the export drum; a revival of this trade cannot be expected in the near future. Bottles and jars fell from £2,164 in 1927 to £544 in 1928, due to the practical withdrawal from the market of the principal Canadian exporter. Competition in this trade is keen, and South African requirements in many cases are different from those ruling in the domestic market. Porcelain insulators, the third item, fell from £1,392 to nil. Beyond a little trade in cut glassware, little else was obtained.

OILS, PAINTS, VARNISHES

Competition in these commodities from Great Britain, the Continent and the United States is becoming increasingly severe, although an increase of this small trade was recorded last year. White lead, ground in oil, slumped from £1,365 to £334, in conformity with a general decrease. The majority of the total decrease was at the expense of Great Britain, whereas Holland, the second supplier, almost retained her share, while that of Belgium increased. This loss was, however, more than made up by an advance in ready-mixed paints from £210 to £1,128, mostly accounted for by specialties rather than staple paints. As yet Canada has made no impression on the paint and varnish trade, which remains United Kingdom and American principally.

DRUGS, CHEMICALS, FERTILIZERS

Canadian participation in these commodities is confined almost entirely to sodium cyanide. Over a period of years this article has increased in value, and during 1928 the trade swung to Great Britain and Canada in lesser degree, and against Czechoslovakia. The Canadian figures were £77,189 in 1927, as opposed to £85,505 in 1928, an increase much greater proportionately than the total. Calcium carbide is the only other chemical worthy of mention. In the proportion of two to one, Canada and Norway monopolize this small item, the Canadian figures being £1,352 in 1927 and £1,881 in 1928. Canada offers no

other light or heavy chemicals of any importance and does not participate in the drugs, toilet preparations and fertilizer groups which account for such large value in this section of the imports.

LEATHER AND RUBBER PRODUCTS

This class is third in importance as far as Canada is concerned, the rubber tire and tube group accounting for almost 83 per cent of the total. Generally the value of each of the constituents declined last year, but the quantities have conversely increased, showing considerable reduction in price. This situation applies to all suppliers. Increased imports of motor vehicles of late years have practically doubled the import of tires and tubes since 1924. Motor car tires constitute the principal share of the group. Out of a total of 7,483,086 pounds valued at £798,611 in 1928, and 6,575,031 pounds valued at £807,652 in 1927, Canada was the largest single supplier with 2,954,052 pounds valued at £275,197 and 2,587,600 pounds valued at £282,959 respectively. The United States came next in order, followed by Great Britain, each with shares not much less than the Canadian one. Motor car tubes reacted to price cutting in much the same way, the Canadian share being £43,862 and £47,030 respectively, followed by Great Britain, with almost equal values, and the United States to a smaller extent. Smaller returns were noted in motor cycle tires and tubes, but Canada is yet a long way from having displaced the United Kingdom as the chief supplier of these, as she has done in the main items. The share of the bicycle tire and tube trade was nil, not much interest being taken apparently in this part of the trade. Solid tires doubled in value despite a reduction of the total imports, although the amounts concerned are small. Word has just been received that the exports of the Canadian branch of a large English house will revert to the English plant shortly. With this loss it is unlikely that the Canadian figures for 1929 will be quite so good.

Rubber-soled canvas and rubber shoes are the next two items of importance. Canada in 1928 superseded Great Britain as the principal supplier in the former type and further consolidated her premier position in the latter. In rubber-soled canvas shoes, the Canadian share rose from £19,835 to £36,505, which was almost 45 per cent of the total in 1928. The total imports are steadily increasing; the rise in 1928 was considerable. Great Britain obtained a little over two-thirds and the United States somewhat less than one-third of the Canadian share. The outstanding feature is the smaller average Canadian price per pair, which reduction will account for the good showing of this year against Great Britain. Heretofore Canada has been unable to compete in price with the cheaper-grade plimsoll from Great Britain but sold on a quality basis almost entirely. Rubber shoes, including goloshes, showed little change from 1927, Canada obtaining 37 per cent (£12,660), Great Britain 27 per cent (£8,393), and the United States 33 per cent (£10,917) of the trade in 1928.

The sales of rubber hose were adversely affected by the imposition of dumping duties and fell from £10,651 to £6,925. Miscellaneous rubber manufactures had a good year and rose from £661 to £4,569. These were principally rubber gloves, hot water bottles, etc.

Generally Canadian firms do nothing in the leather section of this class. The large trade in leather footwear of all kinds is a monopoly of Great Britain, although the Continent obtains a fair share of the women's footwear trade. Similarly no business is obtained in footwear leathers except a small portion of the patent leather imports. This increased last year from £1,013 to £4,109, but the great bulk of the trade is in the hands of Germany principally, followed by the United Kingdom.

Rubber belting and conveyor belts are classified in the miscellaneous section, but can better be treated under this heading Conveyor belts maintained

their position, the figures being £5,433 in 1927 and £5,559 in 1928. Rubber driving belts, however, slumped badly for the fourth successive year. In 1925 the Canadian value was £34,911—a fair share. Since then the yearly returns have been successively £10,773, £8,262, and £2,523. The total imports are almost half those in 1925. The figures in 1929 should be, however, improved, as orders have already gone through to Canadian firms which at least will double the 1928 share of this trade.

WOOD AND WOOD PRODUCTS

Severe competition from Scandinavian countries and the United States, and the lack of a direct regular freight service from Canadian Pacific ports to South Africa, are responsible for the heavy slump in the Canadian share of the timber trade. From 1925 to 1927 determined efforts were made by exporters on the Pacific coast to obtain a share of the Douglas fir trade, at present largely held by one American company, but the difficulty of obtaining freight space at competitive rates or of booking sufficient tonnage to warrant timber charters was apparently too great a handicap. These exporters seem to have lost interest, leaving the Canadian share of the trade mainly in the hands of the Vancouver associates of the American firm mentioned above. However, Sweden and Finland form the greatest impediment to an expansion of the trade in pine, and between them obtained the bulk of the trade, Finland predominating. Last year the Canadian share in pine, excluding pitch pine, was valued at £51,209, as compared with £77,171 in 1927, and in unmanufactured miscellaneous timber £21,264 and £17,265 respectively.

Flooring and ceiling also had a bad year, the values having dropped from £9,536 to £5,641, accounted for by a decrease of about 32 per cent in the total imports. The Canadian share is mostly maple, as opposed to softwood floorings from Baltic countries and oak from the United States. Heavy imports in 1927 are mainly responsible for the decrease. A rise is expected in 1929, due to increased building activity in the Union and the fact that maple flooring is slowly gaining popularity with local architects.

Pulp boards also declined sharply due to a proportionately decreased total import. Canada obtains practically the whole of this small business. The respective figures were £18,809 and £10,279.

No progress has been made in the box shook trade, which is monopolized by Sweden, although repeated efforts over a period of years have been made. However, some introductory orders have recently been placed for Western hemlock which may lead to a small future business.

Brushes and brooms declined from £5,638 to £4,069, in conformity with a general decrease. This trade seems to be swinging to Germany, Belgium, and Sweden, as the United Kingdom and United States, the principal suppliers, lost ground during the year.

In the furniture trade high duties and freight rates limit Canadian participation to the cheap kitchen chair trade. The position of premier supplier was maintained, although the increase in the total imports in 1928 passed to Sweden and Germany, the Canadian share showing only a slight increase from £8,255 to £8,552. Further expansion cannot be expected in other sections as imports are gradually being ousted by the local industry. The exceptions are card tables, camp furniture, etc., which rose from £1,954 to £4,473. Other wood products such as ladders decreased from £3,868 to £2,952.

The small trade in handles, mostly soft wood, progressed slightly, the respective figures being £2,508 and £2,269. Efforts are being made to introduce hardwood handles, such as maple and birch, in competition with hickory, in which the United States is predominant. The largest portion of this item embraces handles for picks, shovels and agricultural implements.

PAPER AND PAPER PRODUCTS

Printing and wrapping papers account for almost the whole of the Canadian share in this class, which contributed appreciably to the increased total trade during the year under review. News reels were the outstanding item; the values advanced from £84,832 in 1927 to £149,564 in 1928. Canadian suppliers captured not only the entire small increase in the trade, but also a large slice of what was formerly held by Sweden and accounted for 62 per cent of the total of 1928. Premier position was also maintained in flat newsprint, the share obtained having advanced from £22,625 to £32,070, with only a minor increase in the total imports. The percentage share last year was 75 per cent. Other printing paper declined slightly from £6,931 to £6,477, but on the whole a most satisfactory year was experienced.

Conversely wrapping papers had a setback, although the principal item, kraft, advanced from £44,561 to £49,855, the entire total increase being thus accounted for. Other wrapping papers decreased from £33,336 in 1927 to £23,371, which was proportionately much more than the total decrease. Apart from an increase from £7,717 to £8,561 in cardboard, linenboard and strawboard, no other item under this heading is of any importance.

JEWELLERY, FANCY GOODS AND MUSICAL INSTRUMENTS

Very little was obtained in this section of the imports, as Canada does not participate in the jewellery and fancy goods trade and only to a very limited extent in musical instruments. The trade in pianos, which reached fair proportions during the war, has gradually declined since then, although a small proportion of it is still maintained, one or two makes retaining a restricted sale in certain districts. The share of the piano trade fell from £1,005 to £847, and of the organ trade, £989 to £814. Most of the latter is in cheap organs for the more isolated rural parts. It is unlikely that the sale of organs will continue in the same proportion as pianos are gradually supplanting them.

The gramophone trade is predominantly English, the most important section being portables. It is only recently that a portable has been offered from Canada, and there are fair prospects that the small share of this trade received last year will increase. The prices of cabinet machines from England are so low that no Canadian supplier has been able to compete in any volume. Furthermore, the lack of a record franchise militates against the chance of any independent manufacturer obtaining a portion of the trade. Domestic manufacture and heavy advertising by the two prominent overseas suppliers make it almost impossible to secure business on unadvertised makes. The Canadian share fell from £337 to £212.

The import of "other" musical instruments, which excludes band instruments, rose from £75 to £1,480.

GROUNDWOOD PULP SITUATION IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, August 19, 1929.—The principal source of supply of groundwood pulp for English newsprint mills has always been Norway, from which an average of over 50 per cent of the imports are drawn. Sweden, Finland and Canada supply the balance. While Canadian shipments for a number of years past have fluctuated to quite an extent, more recently imports from Canada have definitely fallen off. In 1928 imports of mechanical wet pulp from the Dominion were only 70,000 tons, as compared with 129,000 in 1927 and 165,000 in 1926. The total imports to this country during the past three years have

averaged around 825,000 tons per annum, and the reduction in Canadian supplies has been taken care of largely by increased shipments from Finland and Sweden.

For some time past producers in both Norway and Finland have maintained central sales offices controlling the export of the bulk of the output of these two countries, and both organizations acted independently. Recently, pulp interests in Sweden formed a similar export company to control a large share of Sweden's production, and it is reported that this year the three main export companies of Norway, Sweden and Finland respectively have arranged to pursue a common sales policy with a view to stabilizing market conditions.

In the opinion of an important authority on the groundwood pulp market of Great Britain, the result of the announced policy on the part of Scandinavian producers should stimulate an interest among newsprint mills in this country in the possibility of increasing their purchases from Canada.

Another reason, in the opinion of this authority, for thinking that Canadian groundwood pulp manufacturers may find the United Kingdom market more interesting at present, is the increasing tendency of English newspapers to control their own supplies of newsprint, as shown by the erection of certain new mills in this country and the constant enlargement of several others, most of which belong to one or other of the large English newspaper groups. Fortunately, Canadian newsprint exports to this country have shown a very heavy increase over the past three years. During the first six months of 1929, imports from the Dominion were higher than from any other source, and the further development of this trade is expected. While in the face of this expansion the British market for pulp may not be particularly encouraging under present conditions, at the same time, in the opinion of one important firm of pulp agents selling to newsprint mills, this tendency of British newspapers to control their own output, as referred to above, plus arrangements among Scandinavian producers regarding their exports to this market, may ultimately tend to make the United Kingdom pulp market more attractive to Canadian manufacturers of groundwood, and they express the view that the present time may be opportune to make an effort to compete for a larger share of this trade.

As an indication of prices, whereas quotations on Scandinavian groundwood have averaged around 62s. 6d. ($15.20) per moist ton (2,240 pounds), c.i.f. United Kingdom port (inclusive of agents' commission), until recently, values have been moving gradually upwards and present quotations are at about 65s. ($15.80).

Any Canadian producers not already represented in this market and who wish to get in touch with an established firm of agents interested in forming a connection are invited to communicate with this office.

MARKET FOR BIRCH SQUARES IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, August 20, 1929.—Inquiries are periodically received at this office from Canadian firms desiring information regarding the outlet in the North of England for birch squares among manufacturers of bobbins, and as this market has been investigated on several occasions for individual firms during the past few years, the following notes are submitted for the information of any additional Canadian exporters who may be interested in shipping birch squares to England.

Practically all of the bobbin manufacturers in this country are located in the North of England, adjacent to the main textile-producing centres of Lancashire and Yorkshire. A large quantity of wood squares is used in the pro-

duction of bobbins, and while a certain amount of home-grown timber such as beech, sycamore, ash and elm is used, for certain classes of bobbins birch is necessary and for many years Finland has been the main source of supply. Although several attempts have been made, both before and since the war, by Canadian exporters to capture a share of this trade, the cost of transportation has prevented any serious competition from the Dominion. While occasional small trial orders have been obtained, it is understood that the business was not satisfactory from the exporter's point of view owing to the low prices realized, and under existing conditions it is still difficult to see how Canadian producers can possibly turn out squares for this market at a profit.

The dimensions in general demand for this trade are for squares of $\frac{7}{8}$-inch up to 2 inches, rising by $\frac{1}{8}$-inch, in lengths from 2 to 4 feet, with the majority 4 feet and up, the usual specifications calling for at least 60 to 70 per cent in the longer lengths. Squares must be of strictly clear stock, and as an indication of the stringent requirements the remarks of one of the largest manufacturers in the trade are quoted as follows:—

> Birch squares for our trade must be uniformly sawn full up to the sizes specified from clean, sound, straight-grained timber, free from heart or pith, shakes, knots or defects, and to fully hold or measure the sizes specified when dry, securely bundled with wire after being thoroughly dried or seasoned, so as to avoid any discoloration of the wood and arrive in bright dry condition.

Most importers and manufacturers consulted from time to time have pointed out that the Canadian birch squares that they have handled have on the whole been of superior quality to Finnish; there are fewer complaints against defective material from the Dominion. The chief trouble seems to be in securing squares cut accurately to the required dimensions, and the appearance of too many tapered ends which of course render that part of the wood useless for a bobbin.

Bobbin manufacturers usually specify their requirements from producers in Finland about a year ahead, and the timber is subsequently cut into the required sizes for shipment to England.

While there are importers at Hull, Liverpool and Manchester who specialize in taking care of the requirements of manufacturers, the larger bobbin makers prefer to buy direct from the source of supply. Reports as to the prices obtained for Finnish birch squares during the last few years have been most conflicting. Some of the manufacturers insist on quotations delivered to their works, while for others, particularly the larger producers, c.i.f. United Kingdom port quotations are acceptable. According to information obtained from the larger manufacturers, during the past two or three years the price of Finnish birch squares has fluctuated from £20 ($97) to £22 ($107) per standard c.i.f. United Kingdom port, and from the most recent report obtained from one large buyer, the present value is in the neighbourhood of £22 ($107), whereas the same firm three years ago stated that they were paying £20 ($97). It is difficult to see how Canadian firms can compete at these figures. Some five years ago, one small shipment made from Eastern Canada which came to the notice of this office was sold at as high as £25 ($121.50) per standard, and the experiment was unprofitable to the shipper. At that time purchases were being made at from £24 ($116.50) to £25 ($121.50) per standard c.i.f. by several manufacturing firms, although even then it was understood that the largest buyers were paying less.

While in the face of the foregoing, the prospects for developing a Canadian trade in birch squares to this market are certainly not encouraging, several firms consulted in recent years have commented favourably on the quality of the occasional shipments of Canadian squares that they have handled both before and since the war. Accordingly, any interested exporters who feel that they are in a position to meet the competition referred to are invited to communicate with the Canadian Trade Commissioner at Liverpool.

OUTLOOK IN THE IRISH FREE STATE

John H. English, Canadian Trade Commissioner

Dublin, August 16, 1929.—A note of confidence continues to be sounded by public officials and leaders of industry in the Free State with regard to the return of prosperity, and available statistics, generally speaking, point to a gradually improved condition throughout the country. This year is witnessing a larger tourist trade than for some time past, which if catered for and encouraged will be beneficial for the country. Notices have appeared recently announcing the opening of several new factories—one at Athlone for the manufacture of potato by-products such as glucose and starch and two in Dublin for the manufacture of tobacco products. The Shannon electrification scheme is progressing at a satisfactory rate, and it is anticipated that electric current from the turbines will be available for distribution in certain districts by the end of the present year. In July the sluices were formally opened by President Cosgrave.

EXTERNAL TRADE

The latest trade statistics, while not showing an entirely satisfactory picture for the month of June, indicate a general increase in both imports and exports for the six-months' period ended June 30, as compared with the corresponding period of last year.

Commenting on the figures as published, the London *Statist* says that the external trade returns for June are somewhat disappointing, the total trade amounting to £8,810,000 as against £9,224,000 in the corresponding month in 1928. For the year ending June 30, both imports and exports show an increase over the previous year, as has the adverse trade balance which increased from £13,249,000 to £13,602,000.

The total trade for June is the highest recorded so far this year. Although imports for the month declined by some £177,000, there has been a remarkable expansion in imports of automobiles, gasoline, machinery and electrical goods.

Direct imports from Canada for the first half of the year declined to £387,096 from £558,778 in 1928, while Free State exports to Canada increased over the corresponding period last year by £15,987 to a total of £44,369.

LIVESTOCK AND TILLAGE

Agricultural statistics compiled for the Free State on June 1 show increases in cattle, sheep, poultry and tillage, but decreases in pigs as compared with a year ago. Although cattle generally increased in number, the figures given for milch cows show a decline from 1928. Pigs—which numbered 1,183,000 in 1928—show the largest decrease, over 20 per cent. Low prevailing prices are attributed as the cause.

BANKING

Small reductions in the net profits were shown in the balance sheets of the four Irish banks whose half-yearly returns have just been issued. This is stated to be due, not to the curtailment of resources nor to the want of continued success in business, but to transient difficulties outside the control of the directors. The cessation of the older note issues caused by the Free State currency changes and the substitution of the consolidated bank note issue has benefited the state at the expense of the banks. In commenting on the situation, the chairman of the National Bank stated that what has affected trade most adversely was the foreign exchange rates which have lowered the market value of securities. The dollar exchange, he stated, shows signs of improvement, but the outlook for more stable conditions is not yet as bright as could be wished.

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Bank clearances of the Dublin banks for the first thirty-two weeks of the present year indicate a drop from £157,522,300 to £155,072,000.

MOTOR ROAD SERVICES

In a statement issued by the Department of Industry and Commerce, the mileage covered by road motor passenger services in the Free State is given at 11,211,198 for the six months from January to June, 1929, an increase of 4,471,956 miles over the same months of 1928. The number of passengers carried for the period is 22,796,754, an increase of 9,963,801 over the corresponding period of last year.

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. Millin, Commercial Agent

Australian 1929 Vintage

Sydney, July 25, 1929.—From information recently made available it is estimated that the total vintage in the Commonwealth for the 1929 season will be 17,000,000 gallons, against 16,129,000 in 1928. On the irrigation areas of the wine-producing states of New South Wales, Victoria, and South Australia, production was very heavy and much above requirements. Consequently very large quantities of grapes had to be marketed as fresh fruit.

Search for Oil in Papua

An official statement has just been issued stating that unprecedented drilling difficulties have been encountered in connection with the boring operations which are being carried out at Popo, Papua. The failure of the drilling so far, it is authoritatively stated, is due to a widespread development of "running mudstone"—a geological formation which has the property of becoming liquid as soon as water has access to it. It is also stated that the prospects are such that if the mudstone difficulty can be overcome there is good reason to hope that an oil pool may be brought to light.

Butter Production in Australia

The production of butter in most of the dairying centres of Australia has steadily declined during the winter, which has been generally more severe than usual. The output of butter is, however, ahead of that for last year. Weather conditions generally are ideal for the dairymen, and prospects for the coming season are very bright.

Motor Car Sales in New South Wales

The increase (29,221) in the number of registrations of motor vehicles in the State of New South Wales during the twelve months ended June 30 last was the smallest in recent years. Depression was most marked during the last six months, the increase in that period being only 9,561. There is now one motor vehicle for every 10·3 of the population, as compared with 10·6 at the end of 1928, and one in 12 at the end of 1927. Registrations were:—

	June, 1929	December, 1928
Cars	162,298	155,403
Motor cycles	30,937	30,882
Lorries	39,503	37,130
Taxis	1,300	1,173
Buses	583	565
Vans	2,186	2,126
Trader cars	1,835	1,796
Trader cycles	138	144
Licensed drivers and riders	318,000	303,488

Building Trade at Sydney

The number of new buildings brought to completion during the year ended 30th June last was 11,316, and the outlay, including additions to existing buildings, amounted to £17,556,257. Compared with the previous year, the decrease in number was 656, but the increase in cost was £2,262,477.

Annual Stud Sheep Show and Sales at Sydney

The annual sheep show at Sydney which has just closed was one of the most successful held during recent years. After the close of the show the sales were held, and 4,150 sheep were sold totalling the sum of £85,668. Merino sales reflect a drop in the market since last year's fair. This year 3,208 rams and ewes realized a total of £78,803; last year 2,558 were sold for £85,784. In addition this year, 942 British breeders and Corriedales were sold for £7,664. The highest price of the series was paid for an Austin-Wanganella ram, which was sold for £3,045, almost equal to the record price of £3,050 obtained five years ago. The grand champion merino ewe of the show was sold for £525, which is believed to be a world record price for a ewe.

Coal Imports into Australia

Shipments of coal from England have recently arrived. The greater portion of these shipments is for the States of Victoria and South Australia; it is stated that up to date 40,000 tons have been contracted for. It is being imported owing to the prolonged strike of coal miners at Newcastle, New South Wales, which normally supplies the other states with gas coal. This strike has now been in operation for five months, and there does not appear to be any hope of an early settlement.

THE TRADE OF TRINIDAD IN 1928*

F. L. Casserly, Office of the Trade Commissioner

I

Port of Spain, August 22, 1929.—The report of the Collector of Customs of Trinidad for the calendar year 1928, issued a few days ago, shows that business during that period was very satisfactory on the whole. Collections of import duties amounted to £631,173 as compared with £594,000 in 1927. Harbour dues rose from £17,873 to £21,386; and although there were decreases in some other items—chiefly export duty and royalties on asphalt, and warehouse rents—the net increase in customs revenue over 1927 was £25,631. Apart from the above, the sum of £25,502 was collected in export duties levied on other items of local produce in aid of the Immigration Fund—(for the purpose of taking care of the repatriation of East Indians)—the total collections by the Customs Department in 1928 reaching £759,586, which was £43,975 more than the total for the preceding year, and £25,067 more than the record figure established in the boom year 1920. The increase in import duties is due to an increase in the volume of imports, there having been no tariff changes nor any notable rise in prices during the year under review.

IMPORTS

Exclusive of goods entered for transhipment, which amounted in value to £1,005,942, the total value of the Colony's imports during 1928 was £5,279,535, being £196,664 more than the corresponding figure for 1927. It is interesting to note that since 1922 (when values had returned to more or less normal levels)

* Including the small Island-ward of Tobago, which has no direct steamship communication with the outside world.

there has been a steady increase in Trinidad's import trade (excluding transhipments). In that year it was £1,604,880; in 1928 it was roughly £25,000 more than 1919. As during 1920 and 1921 values were abnormal all over the world, the extraordinary totals recorded for those years are not a true standard of comparison. Including transhipments and exports, Trinidad's total trade for 1928 amounted to £13,977,874, being an increase of £1,459,835 over the corresponding figures for 1927.

Under the heading "Food, Drink and Tobacco," imports in 1928 showed an increase of £207,374 as compared with 1927; "Raw Materials and Articles Mainly Unmanufactured," an increase of £10,358; "Articles Wholly or Mainly Manufactured" decreased by £2,902; and "Miscellaneous and Unclassified" by £8,565. The net increase, as stated above, was £196,664.

The following were the chief increases and decreases during 1928 as compared with 1927:—

Increases.—Motor cars, £30,204; fish, £27,685; edible oils, £22,987; grain, £21,934; bags and sacks (empty), £21,058; tobacco, unmanufactured, £14,854; cotton manufactures, £14,668; flour, wheaten, £14,039; vegetables, £12,599; cement, £12,000; wines, £10,366; meats, £10,323; beer, ale, stout and porter, £8,612; cattle and other animal foods, £8,534; sugar, refined, £6,708; electrical apparatus, £6,434; ships and boats, £6,417; spices, £6,393; soap, £5,730; milk, condensed, £5,598; wearing apparel, £5,559; imports per parcels post (unenumerated), £44,698.

Decreases.—Machinery, £180,336; butter and its substitutes, £31,952; wood and timber, unmanufactured, £22,420; hardware, £16,729; unenumerated manufactures, £13,849; lard and its substitutes, £8,034; carriages, carts and wagons (other than motor vehicles), £6,472.

The fall in the value of machinery imports was to be expected after the exceptionally high imports during 1927, when some new oil-fields were being developed. The decline in butter, lard and their substitutes is due to the more general use of edible oil for cooking purposes, and is counterbalanced by greatly increased imports of this latter item. The net increase of £196,664 in the total import trade is very satisfactory; and as the exports exceed the imports by £1,406,920, the balance of trade places the Colony's economic position on a sound footing, while the general prosperity is reflected in the enhanced purchasing power of all classes.

DIRECTION OF IMPORT TRADE

The following table shows the direction of Trinidad's import trade* in 1928 as compared with 1927:—

Countries of Origin	1927	Per Cent	1928	Per Cent
United Kingdom	£1,581,941	31.83	£1,795,694	35.06
United States	1,378,482	27.74	1,127,953	22.02
Canada	966,406	19.44	986,177	19.24
Venezuela	292,330	5.88	343,506	6.71
British East Indies	213,215	4.29	153,912	3.00
France	121,742	2.45	116,705	2.28
Holland	94,524	1.90	99,170	1.94
British Guiana	73,410	1.48	170,847	3.33
Germany	67,688	1.36	85,769	1.67
British West Indies	66,293	1.33	54,061	1.06
Other British possessions	15,225	0.31	19,121	0.38
Other foreign countries	98,970	1.99	169,277	3.31

It will be noted that imports from "Other Foreign Countries" increased from £98,970 in 1927 to £169,277 in 1928. Trinidad's purchases from the principal of these countries during the two years under comparison are shown below:—

	1927	1928
Argentine	£13,934	£19,577
Belgium	9,110	15,401
Italy	14,077	16,723
Japan	9,035	20,999
Portugal	7,807	11,936
Spain	4,635	7,397
Uruguay	4,275	14,825

* Excluding imports per Parcels Post, valued at £157,343 in 1928 and £112,645 in 1927.

These increases were occasioned by larger importations of corn and meats from the Argentine; of cement, wire nails, wire netting, fencing wire and other iron and steel manufactures from Belgium; of hats and wines from Italy; of silk manufactures from Japan; of onions and garlic from Portugal; of wines from Spain; and of meats and cattle food from Uruguay.

The increase of £18,081 in imports from Germany is due to larger purchases from that country of beer and ale, cotton manufactures, glassware, hardware, machinery, and musical instruments. Venezuela's more favourable position is attributable entirely to increased importations of raw cocoa and rice; and that of British Guiana to a similar condition in the case of rice and cotton manufactures.

Although Canada's percentage of the total trade declined by 0·20 per cent as compared with 1927, imports from the Dominion increased in value by £19,771. Imports from the United Kingdom rose by £213,753, while those from the United States fell by £250,529. Imports from all Empire countries for the year under review amounted to 62·07 per cent of the Colony's total import trade, showing a rise of 3·39 per cent from the corresponding figure (58·68 per cent) for 1927. These changes are due to the fact that in certain commodities there has been a shifting of trade between the United Kingdom, Canada and the United States, as will be seen from the following table of increases and decreases of imports from those and some other countries, affecting their percentage of the total:—

Canada.—Increases: Fish, dried, salted, smoked or pickled, £17,300; flour, wheaten, £14,351; vegetables, fresh, £13,578; motor vehicles, £7,856; oats, £5,495. Decreases: Lard and its substitutes, £26,007; wood and timber, undressed, £15,243; machinery, £5,498.

United Kingdom.—Increases: Machinery, £82,663; oils, edible, £19,067; cement, £11,858; carriages, carts and wagons, £11,731; coal, £10,252; boots and shoes, £9,168; beer and ale, £6,131; cotton manufactures, £4,963. Decreases: Paper manufactures, £12,270; hardware, £12,203; hats and bonnets, £6,864; meats, £6,464; silk manufactures, £5,909.

United States of America.—Increases: Coin, £15,623; tobacco, unmanufactured, £14,856; motor vehicles, £10,653; cattle and other animal foods, £9,941; coal, £7,795; wood and timber, £6,576; mules, £5,824. Decreases: Machinery, £265,065; hardware, £11,672; meats, £9,089; motor vehicle parts, £6,883; butter and its substitutes, £5,325; metal manufactures, £5,103.

Holland.—Increase: Machinery, £5,083; milk, condensed, £5,035. Decrease: Vegetables, fresh, £8,906.

France.—Increase: Wines, £9,424. Decrease: Butter and its substitutes, £20,367.

Portugal.—Increase: Vegetables, fresh, £4,691.

Noteworthy in the above analysis is Canada's loss of £26,007 in lard and lard substitutes, and the United Kingdom's gain of £19,067 in edible oils. As already stated, the latter are steadily supplanting the former in this market. Also, with regard to machinery, while imports under this head are necessarily subject to much variation from year to year, it is quite obvious that England has to a large extent supplanted the United States of America as a supplier of Trinidad's requirements. Likewise, Holland's loss in fresh vegetables is reflected in a gain to Canada and Portugal. It should be understood, of course, that this analysis must be read in conjunction with the previously given table of general increases and decreases. For example, under "machinery" the United States and Canada are shown to have lost £265,065 and £5,498 respectively, and the United Kingdom to have gained £82,663. If the question were asked "What happened to the rest of this business?", the answer would be that total imports of machinery in 1928 declined by £180,336 below the 1927 figure. Similarly, total imports of lard and its substitutes suffered a decline of £8,034, which accounts for the fact that although Canada lost £26,007 on this item, the United Kingdom gained but £19,067. Likewise, under "butter and its substitutes," the United States lost £5,325 and France £20,367; but Canada

did not gain correspondingly. Actually, total imports of this item declined by £31,952. Compare, also, Canada's loss of £15,243 under "wood and timber, undressed," with the decrease of £22,420 in total imports of this material.

The following is a comparative statement for the years 1927 and 1928 of the principal articles imported from Canada into Trinidad:—

	Quantities		Value	
	1927	1928	1927	1928
Apparel	.....	.....	£ 1,783	£ 3,418
Bags (travelling and tool) trunks and valises	.....	.....	1,442	1,320
Biscuits, bread and cakes ..lbs.	132,903	128,412	4,364	5,972
Boots, shoes and slippers ..doz. prs.	13,699	14,276	26,689	31,289
Brooms and brushes ..doz.	3,341	3,113	2,224	2,161
Buckets, pails and tubs of metal..No.	.....	72	.....	3
Butter and butter substitutes ..lbs.	222,296	150,853	18,738	14,627
Motor cars, lorries and vans ..No.	325	335	41,110	48,966
Cattle and other animal food—				
Bran ..lbs.	123,000	30,000	404	92
Oilmeal ..lbs.	3,922,055	3,019,750	21,745	18,879
Cement ..brls. of 400 lbs.	11,655	9,005½	6,391	5,363
Cheese ..lbs.	240,821	263,967	12,418	14,238
Chemicals	.....	.....	1,079	1,641
Cordage and twine ..lbs.	210,084	104,745	6,592	3,377
Fish—				
Canned or preserved ..lbs.	476,308	548,949	15,956	19,099
Dried, salted, smoked or pickled.lbs.	5,199,500	5,340,583	73,732	91,032
Glass and glassware	.....	.....	305	54
Grain, flour, pulse and preparations thereof—				
Oats ..lbs.	4,956,300	5,705,318	24,963	30,458
Flour, wheaten..bags of 196 lbs.	284,250	309,271	423,716	438,067
Pulse: beans and peas..lbs.	5,350	2,520	44	19
Hardware	.....	.....	2,538	2,964
India rubber and gutta percha manufactures	.....	.....	1,824	1,293
Lard and lard substitutes ..lbs.	1,259,201	152,759	29,664	3,657
Machinery—				
Railway and tramway	.....	.....	.....	348
All other kinds	.....	.....	12,082	6,236
Meat—				
Beef or pork, pickled or salted.lbs.	1,032,599	1,122,100	17,749	17,813
Smoked or cured, including bacon and hams ..lbs.	48,324	25,713	2,898	1,220
Other kinds ..lbs.	21,027	9,655	1,071	647
Medicines and drugs	.....	.....	3,240	3,239
Metal manufactures	.....	.....	6,215	7,305
Milk, condensed or otherwise preserved ..cases of 48 lbs.	11,323	18,874	18,539	21,019
Oil, all kinds..galls.	2,372	8,076	1,328	1,628
Paints and colours ..lbs.	59,682	98,162	1,617	2,682
Paper manufactures	.....	.....	3,379	6,650
Soap, common ..lbs.	246,113	297,199	4,210	4,934
Spirits—				
Whiskey..galls.	1,878	1,539	1,794	1,547
All other kinds..galls.	425	299	717	677
Vegetables, fresh	.....	.....	10,690	24,268
Wood and timber—Unmanufactured—				
Undressed..sup. ft.	4,203,744	2,169,911	37,641	19,417
Dressed ..sup. ft.	896,194	1,217,611	11,344	14,707
Shooks, staves, etc.	.....	.....	5,365	4,983
Manufactured—				
Furniture	.....	.....	2,631	2,631
Other kinds	.....	.....	1,443	931
All other articles	.....	.....	104,732	105,306
Total imports	.....	.....	£966,406	£986,177

NOTES ON THE TRINIDAD FOODSTUFFS MARKET

F. L. Casserly, Office of the Trade Commissioner

Port of Spain, August 16, 1929.—*Flour.*—Quotations have advanced considerably during the past few weeks, owing to the anticipated shortage of the coming Canadian wheat crop. Local sales, however, continue to be made at prices far below present replacement values; dealers still have large portions of unexpired contracts at lower prices to be fulfilled, and until these begin to be worked off it is doubtful whether any serious buying will be done. Present c.i.f. quotations are as follows, per bag of 196 pounds: Export patents, $8.35 to $8.70; first clears, $6.90 to $7.15; second clears, $6.15 to $6.35.

Butter.—The market remains firm. Contrary to expectation, French suppliers have lately been quoting at enhanced figures so as to offset an increase in the price of milk in France. They have made some sales, but the general opinion is that if the Morlaix packers continue holding out for higher prices, they will lose trade to Canada and perhaps also to the United States. A recent wholesale duty-paid price on French butter was $33 to $34 per case of four 25-pound tins. Fair stocks are reported on hand.

Fish.—Arrivals have been moderate in volume, and there have been some claims owing to shipments opening up off colour and deficient in size; this, however, is probably due to the fish being practically the last of the old catch. Recently new-catch fish has been offered at a slight reduction in price.

Pickled Beef and Pork.—Sales of "family beef" have been made at from $26 to $27 duty-paid per barrel of 200 pounds; and of pickled pork at from $28 to $30 per barrel of 200 pounds. The market remains firm for both, although beef has lately been quoted at somewhat higher levels by English packers, for extended shipments.

TRINIDAD'S PETROLEUM AND ASPHALT INDUSTRIES IN 1928: A CORRECTION

In the report on the above subject which was published in *Commercial Intelligence Journal* No. 1333 (August 17)—last sentence of the third paragraph on page 238—the statement that "Both these products (i.e. oil and asphalt) are shipped principally to the United States; small quantities, however, go to England" was erroneous. The sentence should read: "Both these products are shipped principally to England and the United States; considerable quantities, however, go to other countries."

TRADE OF JAMAICA IN 1928

F. W. Fraser, Canadian Trade Commissioner

II

Notes on Imported Commodities—*Continued*

BICYCLES AND TRICYCLES

Kingston, August 19, 1929.—A total of 2,046 bicycles and tricycles was imported during 1928 valued at £9,962. This business is controlled by United Kingdom manufacturers. Tires and tubes for the preceding were brought in to the value of £2,658, and these were supplied largely by France. Other parts were valued at £4,514, supplied chiefly from the United Kingdom. Import duties on this class of goods are 15 per cent ad valorem under the preferential tariff, and 20 per cent under the general tariff.

MOTOR CARS

The importation of motor cars continues to increase at an astonishing rate. In 1927, 915 cars were imported, the value of which was £163,152. During the next year 1,256 cars were brought in, valued at £217,659. Of these the United States supplied 711, Canada 512, and the United Kingdom 30.

TIRES AND TUBES

Total importation under this head was £70.555. Canada was the principal supplier with £46,367, followed by the United Kingdom (£9,957), the United States (£8,733), and France (£5,486).

OTHER PARTS OF MOTOR CARS

The importation under this heading was considerable, amounting to £64,089. The United States gets most of this business, shipping to the value of £57,797. Canada comes next with £3,691, followed by the United Kingdom with £1,860.

MOTOR TRUCKS

This business is also increasing rapidly. In 1927, 364 motor trucks were brought in valued at £55,263, while in 1928 this had increased to 517 in number valued at £91,594. Canada supplied 305 during the latter year, and the United States 210.

Import duties on motor vehicles and accessories are at the rate of 15 per cent ad valorem under the preferential tariff, and 20 per cent under the general tariff.

CATTLE AND OTHER ANIMAL FOODS

Importation of animal feeding stuffs is governed to a large extent by agricultural conditions on the Island. Total importations during 1928 stood at £3,408 against £3,085 in 1927. Bran and middlings accounted for 60 per cent of the whole; the United States was the principal shipper. Import duties on this class of commodity is at the rate of 1s. 10½d. per 100 pounds under the preferential and 2s. 6d. under the general tariff.

CEMENT

Portland cement imports in 1928 amounted to 124,352 barrels valued at £67,317. This represents a substantial increase over the previous year, when 86,255 barrels were brought in, having a value of £46,617. The following table shows imports during the past three years, with countries of origin:—

	1926		1927		1928	
	Barrels	£	Barrels	£	Barrels	£
United Kingdom	75,898	43,455	53,476	28,819	68,725	39,681
Canada	12,792	7,434	14,459	7,823	8,658	5,086
United States	21	12	18	9	19	12
Belgium	4,266	2,560	8,535	4,602	29,328	13,320
Denmark	3,281	1,968	...	...	4,781	2,140
Germany	4,101	2,460	9,580	5,263	1,253	499
Holland	...	...	187	101	11,588	6,579
	100,359	57,889	86,255	46,617	124,352	67,317

Noteworthy in the above is the decline in Canada's shipments and the increase in shipments from Belgium and Holland. Portland cement is dutiable at the rate of 1s. per barrel of 400 pounds under the preferential tariff, and at 1s. 4d. per barrel under the general tariff.

CHEESE

While imports of cheese showed little change from the previous year, standing at 385,190 pounds valued at £24,075 in 1928, Canada secured a larger share of the trade. In 1926 Canada's share was only 25 per cent of the total; this had increased in 1927 to about 80 per cent, and in 1928 to almost 90 per cent. This may be regarded as a direct result of the increased preference under the terms of the Canada-West Indies Trade Agreement. Under this agreement cheese is dutiable under the preferential rate at 8s. 4d. per 100 pounds, while under the general tariff 16s. 8d. is paid.

CONFECTIONERY

The importation of confectionery of all kinds during 1928 amounted to 570,740 pounds valued at £27,069. This represents a decline in quantity but an increase in value as compared with 1927 business. During that year imports were 639,354 pounds valued at £25,075. The following table shows the importation of confectionery for 1927 and 1928 with countries of origin:—

	1927		1928	
	Quantity Lbs.	Value £	Quantity Lbs.	Value £
United Kingdom	449,550	16,425	325,916	16,540
United States	151,195	6,484	203,263	8,086
Holland	24,581	821	14,016	694
Canada	2,542	309	9,438	543
Switzerland	8,116	786	8,462	708
Other countries	3,370	250	9,645	640
	639,354	25,075	570,740	27,211

Noteworthy in the above are the decline in quantities purchased from the United Kingdom and Holland, and the increase from the United States and Canada. The bulk of the demand is for the cheaper lines—hard candies, bar chocolates, etc.—there being only a limited sale for high-grade box chocolates. Quite recently a company was formed in Kingston to manufacture confectionery. It is understood that for the present at least they will confine their activities to the manufacture of mango cream, guava cheese, candied fruits, and possibly chocolate creams. Import duties in this class are at the rate of 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

COTTON HOSIERY

Out of a total importation of cotton hosiery amounting to £36,511 in value, the United States is credited with £31,308, the United Kingdom £1,931, Canada £1,386, and Japan £779. The import duties are 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

COTTON PIECE GOODS

This is a substantial trade, amounting in 1928 to 17,815,383 yards valued at £389,866. The United Kingdom supplied 8,373,676 yards valued at £217,823, and the United States 9,075,788 valued at £157,054. Switzerland supplied 145,771 yards valued at £6,608, and smaller amounts are credited to Belgium, Germany, Italy and France. Canada's share amounted to £416. Cotton piece goods are dutiable at the rate of 10 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff. In spite of this preference, the United States is supplying more than half the quantity imported.

FISH

This represents an important item of trade between Canada and Jamaica, amounting in value during 1928 to about 14 per cent of Canada's total ship-

ments to this Colony. In view of the importance of this business, the import figures for 1927 and 1928 are given below, showing countries of origin:—

		1927	1928
Alewives, Pickled—			
Total	Lbs.	807,900	786,100
	£	6,683	5,896
From Canada	Lbs.	779,500	752,700
	£	6,433	5,646
From Newfoundland	Lbs.	28,400	2,000
	£	250	15
From United States	Lbs.	....	31,400
	£	....	235
Fish, Canned—			
Total	Lbs.	1,235,454	1,143,200
	£	38,502	36,831
From Canada	Lbs.	688,551	643,872
	£	19,568	20,065
From United Kingdom	Lbs.	374,176	267,662
	£	11,471	8,199
From United States	Lbs.	140,044	169,754
	£	5,868	5,235
From Norway	Lbs.	17,015	52,638
	£	599	1,633
Fish, Dried, Salted—			
Total	Lbs.	17,054,085	14,707,871
	£	261,232	259,226
From Canada	Lbs.	6,703,000	5,108,264
	£	102,919	90,032
From Newfoundland	Lbs.	10,318,924	9,475,583
	£	157,822	167,007
Herring, Pickled—			
Total	Lbs.	2,973,342	2,524,872
	£	20,296	16,358
From Canada	Lbs.	2,148,415	2,139,560
	£	15,782	13,862
From Newfoundland	Lbs.	644,800	385,300
	£	4,513	2,496
Herring, Smoked—			
Total	Lbs.	60,816	77,645
	£	864	647
From United Kingdom	Lbs.	17,736	25,908
	£	324	216
From Canada	Lbs.	40,366	47,640
	£	493	397
From Newfoundland	Lbs.	....	3,480
	£	....	29
From United States	Lbs.	2,714	265
	£	47	2
Mackerels, Pickled—			
Total	Lbs.	3,099,100	4,131,506
	£	43,577	51,040
From Canada	Lbs.	3,065,800	4,088,306
	£	43,064	50,507
From Newfoundland	Lbs.	33,000	43,000
	£	488	531
Salmon and Trout, Pickled—			
Total	Lbs.	99,831	107,300
	£	2,281	1,878
From Canada	Lbs.	90,671	77,300
	£	2,072	1,353
From Newfoundland	Lbs.	9,160	30,000
	£	209	525

INTERNATIONAL EXHIBITION OF RAILWAYS AND ROADS IN CHILE

In celebration of the third South American Railway conference which takes place in Santiago, Chile, in September of this year, the National Exhibition of Railways and Roads is to be held from December 10 to 31 under the auspices of the National Society of Agriculture. All information regarding the exhibition, including terms for space, may be obtained on application to the Consul for Chile at Vancouver, or to the Department of Trade and Commerce, Ottawa.

SUMMARY OF THE TRADE OF CANADA: MONTH, FOUR MONTHS, AND TWELVE MONTHS ENDING JULY, 1929

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of July, 1929			Four months ending July, 1929			Twelve months ending July, 1929		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
	$	$	$	$	$	$	$	$	$
Imports for consumption									
Agricultural and Vegetable Products	19,589,212	4,135,803	8,735,338	76,503,800	15,831,706	35,024,344	233,065,299	53,782,421	103,598,797
Animals and Animal Products	4,737,799	372,738	3,166,677	19,593,293	1,812,868	12,080,965	69,083,471	5,581,122	40,966,097
Fibres, Textiles and Textile Products	16,941,214	6,502,995	5,369,531	63,293,836	22,529,549	24,538,637	209,633,790	76,048,673	84,446,898
Wood, Wood Products and Paper	5,581,016	499,835	4,567,711	21,399,387	1,801,200	17,984,524	62,075,910	5,151,215	52,837,696
Iron and its Products	30,426,695	2,631,706	26,590,832	139,050,727	8,658,596	126,080,565	362,682,553	21,581,396	329,759,086
Non-Ferrous Metals and their Products	7,924,198	649,666	6,586,830	29,426,323	2,680,195	24,528,794	83,485,395	7,094,939	69,470,074
Non-Metallic Minerals and their Products	18,125,213	1,238,961	14,498,731	59,835,276	4,743,985	46,791,391	176,869,396	12,656,201	142,219,643
Chemicals and Allied Products	3,375,892	482,927	2,327,179	14,585,499	1,778,281	10,200,062	39,470,076	5,202,521	27,159,908
Miscellaneous Commodities	7,499,615	1,235,777	5,247,380	25,594,556	4,047,454	18,196,734	72,415,768	10,541,980	51,982,222
Total Imports, 1929	114,200,854	17,750,408	77,090,209	449,282,697	63,883,834	315,426,016	1,308,781,658	197,640,468	902,440,421
1928	103,403,649	16,206,306	70,505,183	406,180,130	60,284,747	280,997,824	1,154,809,696	187,475,234	763,142,197
1927	90,598,447	16,322,910	56,831,030	360,326,900	58,705,370	237,291,864	1,057,247,815	170,969,342	700,123,649
	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
Exports (Canadian Produce)	$	$	$	$	$	$	$	$	$
Agricultural and Vegetable Products	36,094,108	13,222,385	3,263,637	145,075,606	64,413,053	14,432,988	595,917,318	281,152,616	53,867,139
Animals and Animal Products	13,387,821	5,262,752	6,440,331	42,206,905	12,895,154	23,484,232	156,630,846	45,782,506	84,004,340
Fibres, Textiles and Textile Products	1,015,325	104,596	531,268	3,296,868	300,751	1,802,527	9,928,059	843,705	5,094,193
Wood, Wood Products and Paper	24,929,321	2,203,746	20,138,699	95,218,872	7,254,143	78,701,022	291,527,063	22,553,756	238,344,872
Iron and its Products	7,462,806	469,249	1,101,199	29,070,674	1,818,433	4,824,489	89,724,254	8,451,920	12,543,793
Non-Ferrous Metals and their Products	13,319,212	1,000,375	9,222,232	49,762,315	4,227,197	32,407,227	129,706,329	15,214,803	78,637,542
Non-Metallic Minerals and their Products	2,507,403	74,050	1,802,792	9,812,756	710,705	6,467,248	29,051,832	1,966,440	19,273,508
Chemicals and Allied Products	1,717,291	435,001	904,241	6,174,781	1,400,146	3,262,961	19,944,719	3,869,032	11,361,159
Miscellaneous Commodities	1,786,153	251,325	1,277,073	6,977,268	1,553,642	4,251,356	19,103,776	2,982,912	13,006,126
Totals, 1929	102,219,440	23,023,479	44,681,472	387,596,045	94,573,224	169,634,050	1,341,534,196	382,817,690	516,132,672
1928	125,530,791	47,458,827	42,609,152	409,771,521	141,486,019	153,113,523	1,266,785,078	430,528,789	482,629,885
1927	79,395,041	17,429,589	39,920,461	371,335,786	121,648,622	148,629,021	1,243,472,361	437,411,990	474,953,263
Exports (Foreign Produce)									
Totals, 1929	3,466,734	141,270	3,198,334	9,172,350	466,968	8,256,265	26,890,473	1,874,859	23,459,815
1928	1,837,832	159,265	1,555,136	7,468,280	522,565	6,451,392	23,237,090	1,228,096	20,521,423
1927	1,375,884	92,629	1,186,798	6,479,881	1,366,430	4,570,842	16,926,464	1,957,878	13,449,603
Excess of Imports (i) or All Exports (e)									
1929	(i) 8,514,680	(e) 5,414,341	(i) 29,210,403	(i) 52,514,302	(e) 31,156,358	(i) 137,535,701	(e) 59,643,011	(e) 187,062,081	(i) 362,847,934
1928	(e) 23,964,974	(e) 31,411,786	(i) 26,340,895	(e) 11,059,671	(e) 81,723,837	(i) 121,432,909	(e) 135,212,472	(e) 244,281,651	(i) 259,990,889
1927	(i) 9,827,522	(e) 1,199,308	(i) 15,723,771	(e) 17,488,767	(e) 64,309,682	(i) 84,092,001	(e) 203,151,010	(e) 268,400,526	(i) 211,720,783

COMMODITY MARKETS OF YUGOSLAVIA

A. B. Muddiman, Canadian Trade Commissioner

Milan, July 22, 1929.—Yugoslavia, or the Kingdom of the Serbs, Croats and Slovenes, was created after the Great War, of several territories formerly existing under a variety of political régimes: (1) the independent kingdom of Serbia; (2) the independent kingdom of Montenegro; (3) Bosnia and Herzegovina, annexed by Austria-Hungary in 1908; (4) Dalmatia, with parts of Styria, Carniola and Carinthia, belonging to Austria; (5) Croatia, an autonomous province of Hungary; (6) Slovenia, an autonomous province of Hungary; (7) Voivodina (parts of Baranja, Batchka and the Banat), belonging to Hungary.

The kingdom lies between latitude 40° 50′ and 46° 50′ north and longitude 13° 40′ and 23° 10′ east of Greenwich. It is bounded on the north by Austria and Hungary; on the west by Italy, the Adriatic Sea and Albania; on the south by Greece; on the east by Roumania and Bulgaria.

The principal market centres in Yugoslavia are Belgrade and Zagreb. The chief imports are textiles. A considerable amount of flour is imported, of which that from Canada is sent into the country from Italy, principally through the free port of Trieste. There is a market for silk, leather, hides, vehicles, and electrical technical articles. An investigation has been made of the opportunities for some Canadian commodities; notes on these are appended.

RUBBER SHOES

Yugoslavia imported rubber shoes to the value of 22,000,000 dinars during 1928. The principal suppliers were Austria (8,000,000 dinars), Czechoslovakia (6,000,000 dinars), and Sweden (4,000,000 dinars). There seems to be a fair market for this class of goods, and if properly organized, Canadian firms should be able to take a share of this business.

GRAPHITE

About 1,000 tons of graphite have been imported during 1928. Austria is the chief source of supply of this material, having delivered about 100 tons. There is a very small industry in pencils; the electrical industry is absorbing the principal part of the material imported.

HORSE HAIR

The imports of horse hair during 1928 amounted to about 11,000 kilos, of which 6,000 came from the Argentine and 1,000 kilos each from Hungary and Poland.

PATENT LEATHER

Yugoslavia has a strong leather industry of its own, but is not producing patent leather on a competitive scale; imports during 1928 were valued at 11,500,000 dinars: (Germany, 6,000,000 dinars; Austria, 3,000,000 dinars).

ASBESTOS

This is one of the lines in which Canada figures first with about 700 tons for the year 1928, against 160 tons from Russia and 120 tons from Holland. Smaller quantities came from England and Greece.

SUCTION CLEANERS

Although hitherto there has been no market in these lines, the electrical development in Yugoslavia is now making great progress. Many new houses are being erected, and in them extra contacts are being placed. It seems very probable therefore that in the near future there may be an opportunity to introduce this line.

Note.—The dinar, which at parity is worth Canadian $0·1930, is now quoted at $0·0177.

HAY AND OATS FOR ITALY

In reporting that the crop of hay in Italy will be rather poor this year, Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, advises having received an inquiry from one of the largest importers, requesting quotations on 10,000 quintals of oats and 5,000 quintals of hay.

Further information may be obtained on application to the Department of Trade and Commerce, Ottawa (quoting file No. 24265).

NORWEGIAN PAPER MARKET CONDITIONS

Frederick H. Palmer, Canadian Trade Commissioner

Oslo, August 15, 1929.—The improved conditions in the Norwegian pulp and paper industry are adequately reflected in the increased tonnage exported during the first half of the year. The Central Bureau of Statistics reports that the exports of the more important groups for the first six months of 1929 and 1928 were as follows:—

	1929 Tons	1928 Tons
Mechanical pulp	297,431	265,858
Chemical pulp, total	143,693	139,321
of which		
Sulphite, dry, unbleached	62,242	52,308
Sulphite, dry, bleached	63,130	66,150
Sulphite, dry, unbleached	12,932	12,553
Cardboard	5,314	5,125
Printing paper	110,580	106,487
of which		
Newsprint	80,348	79,328
Wrapping paper	42,218	40,711
of which		
Kraft	16,180	15,478
Tissue	13,965	12,884
Greaseproof	9,317	9,284

At the end of June the paper market was not tending to change, prices were unaltered, but the situation was being somewhat affected by the seasonal dullness. This condition is practically true also of the pulp market. Prices were about the same, and few new contracts were made for overseas buyers.

Sulphite strong was being quoted at from $54.94 to $56.28 f.o.b. eastern Norway ports. It is reported that supplies will be very short for delivery next year, and prices for that reason are expected to be well maintained. Baltic quotations for prime sulphite strong for delivery in 1930 range between $52.22 and $53.60. To fill market demands for easy bleaching sulphate it has been found necessary to draw further on next year's stocks and deliveries were being made between $58.96 and $61.64 f.o.b. Norwegian ports. The market for bleached sulphite is reported to be unchanged and the price is between $75.04 and $77.68 for the ordinary grades. Of course the finer qualities secure higher prices.

The market for mechanical pulp is not bright, the quotations for Norwegian pulp ranging around $13.36 f.o.b., while some orders have been placed in Sweden at $12.33. The dullness in the Norwegian market is perhaps seasonal, but it is also attributed to the more attractive conditions under which Baltic supplies are procurable.

GENERAL ECONOMIC CONDITIONS IN DENMARK

Frederick H. Palmer, Canadian Trade Commissioner

Oslo, August 9, 1929.—Denmark is a comparatively flat country with a total area of some 16,000 square miles—considerably less than that of the province of Nova Scotia—and it supports a population of just under 3,500,000. Of this population nearly one-quarter live in Copenhagen, over one million are dependent directly on agriculture, and approximately one million derive their livelihood from industry. Fishing supports a fair percentage of the population, but notwithstanding the lengthy coastline of Denmark, fishing does not contribute to the national wealth to the extent that it might. In 1927 the value of the catch was about 27,000,000 kroner, but in 1928 it was considerably higher. The Government of Denmark is pursuing an aggressive policy of restocking the coastal waters with suitable fish in order that this profitable industry might be further developed.

AGRICULTURE

The backbone of Denmark's economic strength is agriculture, and the basis of this agriculture is animal husbandry, the change from cereal production having been introduced about sixty-five years ago, when grain grown overseas first began to be offered cheaply to European countries. With intensive animal husbandry small farms are economical to operate; the great majority of the farms in Denmark average much below 150 acres in extent, and practically all are owned by resident peasant farmers. An excellent financial scheme, of Danish development, greatly facilitates long-term purchases by the resident farmer.

Bacon is the most important product of these farms, and the bulk of it is exported. The most important market is the United Kingdom, and nearly all is exported through Esbjerg, a port which did not exist sixty-five years ago. During 1928, 5,373,340 pigs were slaughtered and 272,209 tons of bacon were exported. During the same year 146,733 tons of butter were exported, while the export of eggs, in 1,000-score, totalled 31,195 for fresh eggs and 8,256 for preserved eggs.

The co-operative idea, as is generally known, is highly developed in Denmark, and the extent to which co-operation permeates the country seems to be based on the natural business instinct of the people, their ability to work together towards a common end, the ease of communication between different sections at all times of the year, and the low average area of the individual farms. These factors all tend to encourage the co-operative principle not only in marketing the various products of the farm, but also in purchasing the tools and the necessaries of production. Of the bacon produced in Denmark over 85 per cent is killed in co-operative slaughter-houses, the co-operative dairies rely on about 88 per cent of the 1,548,000 milch cattle in Denmark for their supplies, and an increasing volume of eggs is being collected, graded and exported through co-operative egg-centrals.

During the inflation period there was an abnormal demand for farms, and the inevitable corollary of artificially high values now confronts too many of the farmers. It is estimated that the farmers in Denmark are on the average carrying a mortgage debt twice the size of the pre-war encumbrance, while the rateable value has only appreciated about 60 per cent. However, this discrepancy is steadily being liquidated as farms continue to pass to new owners.

INDUSTRY

A glance at the export statistics of Denmark reveals the importance of the cement industry to Denmark. During 1928, 500,710 tons of Portland cement were exported. This industry, however, is an outstanding exception to the general

condition, as the country cannot be considered as being at all industrial, since most of the factories are small and generally only of local importance. Among other exceptions may be included the large Copenhagen firm of shipbuilders, the branch assembly plants of American automobile companies, the manufacturers of electric motors and apparatus, of condensed milk and margarine, of phosphate and porcelain, all of whom have a surplus available for export, as shown in the following table:—

	Quantities in Tons	
	1928	1927
Condensed milk	23,858	25,085
Meat conserves	2,214	1,830
Flour, white	1,440	1,622
Sugar	550	10,814
Cocoanut oil	15,159	10,039
Soya oil	21,077	15,349
Superphosphate	27,128	33,264
Portland cement	500,710	325,266
Electrical machines	1,428	1,019
Machines for metal-working	548	699
Machines for stone, chalk and clay-working	5,395	2,447
Electric batteries and elements	3,711	3,108

PRESENT TRADE CONDITIONS

The year 1928 was a most disappointing one for the business men of Denmark. It followed a series of years of adjustment and deflation, consequent to the re-establishment of the gold standard. But as only a feeble attempt had been made to ease the difficult credit situation, two of the larger banks suffered disastrously in their efforts to liquidate a mass of frozen credits. One bank found it necessary to secure State support, which it received after writing off its entire share capital, both ordinary and preferred. The total loss of 136,000,000 kronen has been absorbed by the State, which has also contributed 50,000,000 kronen of new capital and loaned 34,000,000 kronen for reserve. After this debacle the State deemed it necessary, in order further to stimulate confidence, to undertake to guarantee the safety of accounts opened in this bank. While this encouraged confidence, it had the effect, which was not anticipated, of attracting accounts from other banks, and although it increased the business of the reconstructed bank, the continued withdrawals were affecting other banking institutions. Since July 1, 1929, however, no further guaranteed accounts are being opened, and present depositors have been asked to waive this support from the State.

Another large bank, hoping that the support which was being extended by the State to another bank would also be offered to itself, had not deemed it necessary to prepare itself against extraordinary pressure. This help was not forthcoming, and panic on the Exchange was barely avoided when the bank found itself unable to meet its obligations. The bank was forced to close its doors for a few days, but reconstruction, with the support of other Danish banks and of Swedish and American banks, was fortunately arranged. The share capital and reserves were written down from 76,000,000 kronen to 12,000,000 kronen, and as the support from outside sources aggregated 28,000,000 kronen, the new capital is 40,000,000 kronen.

At the moment there is almost an over-supply of money in Denmark, and much of it has found employment in New York. This supply, however, is being returned to Denmark; the 5 per cent bank rate by no means reflects the real situation. It is the general opinion that money could be much cheaper in Denmark without endangering the situation.

Now that Denmark has definitely straightened out her economic difficulties, unemployment has practically disappeared, important public works, which have been postponed from time to time for years, are being undertaken, and a healthy undertone is everywhere apparent. With a fair-to-good harvest this fall—and all signs point that way—Denmark should continue to progress and be able to buy steadily increasing quantities of imported goods.

RUBBER OVERSHOES AND SNOWBOOTS FOR BULGARIA

Jean J. Guay, Canadian Trade Commissioner

Brussels, June 20, 1929.—Approximately from 300,000 to 360,000 pairs of overshoes and snowboots are sold yearly in Bulgaria. There is one domestic factory which can produce a maximum of 30,000 pairs; the remainder are imported from Sweden, England, Austria, and Russia in the order named. Competition is fairly strong, and for a new mark it would be necessary for the first year to sell cheaper than any other marks of similar quality, and it might also be necessary to advertise extensively. The most important factors, however, are in the supply of the shapes, qualities, and thickness of rubber required. If these conditions are fulfilled, during the first season from 20,000 to 30,000 pairs could be sold, and it is probable that this quantity could be doubled in the second year.

PACKING

Packing is important, as if the goods are wrongly put up it makes a big difference in the import duty leviable. Wooden cases are preferable, and the wood should be unplaned. The duty on unplaned wood cases is low, but if planed wood or plywood is used it is dutiable as "wood for furniture making" and the rate is higher. Fibre or carton cases are dutiable at the same rate as the goods they contain, and therefore should not be used.

Another peculiarity of customs appraisal methods in Bulgaria is that when a case contains a certain number of absolutely the same goods packed in individual cardboard boxes—as for instance one cases containing 24 pairs of men's overshoes, even if in various sizes—the duty is levied on the individual package at the same rate as on the goods themselves. When the goods are cleared the case is opened, one cardboard box being taken out with the overshoes it contains, and weighed. The cardboard container is therefore considered as forming part of the goods themselves and not as packing. When, however, goods of different kinds are packed in the same case, the cardboard boxes are then considered as packing and dutiable as such, while the goods alone are assessed under their respective item. As the duty is very much less if two kinds of goods can be packed in one case, they are usually packed as follows:—

24 pairs of overshoes and 1 pair of snowboots in 1 case; or
1 pair of overshoes and 24 pairs of snowboots in 1 case.

The overshoes or snowboots should be put into carton boxes of a sufficiently large size, so that the goods are not doubled up or damaged in transport as happens if the carton boxes are too small.

QUALITY

Heavy goods are preferred. Rubber shoes that are thin may be of excellent quality and probably wear well, but the Bulgarian consumer cannot understand this and demands a good solid heavy shoe which looks as if it will stand very hard wear. Men's overshoes must have fortified back uppers—that is, an extra piece of thick rubber gummed at the back where the heel is pressed into the shoe; the stronger this is the better. The heels must be sufficiently large to take a broad boot heel, as worn by all men in Bulgaria. As regards ladies', the heels must not be too high.

Shapes

The following shapes of ladies' snowboots may be noted:—

(1) Ordinary snowboots in various colours, with velveteen cuff, medium heel, with "zipp" fastener.
(2) Ordinary snowboots in various colours, with velveteen or other material cuff, low heel with "zipp" fastener.
(3) Ordinary snowboot, in black and colours with velveteen cuff, medium heel and ordinary fastener, but a press fastener underneath each corner of the cuff.

Note: Nos. 1 and 2 are illustrated approximately by cuts 1 and 2, and No. 3 by cut 3.

(4) The same as No. 3, but with "zipp" fastener.

For all the above, the tongue of the shoe to be fastened to the remainder of the shoe right up to the top, and not only at the bottom. No. 1 shoe appears to have the tongue fastened only at the bottom and not all the way up along the uppers. This type of shoe is said to be almost unsaleable at any price. Illustration No. 2 approximately represents the kind of shoe that is in request in Bulgaria.



1



2



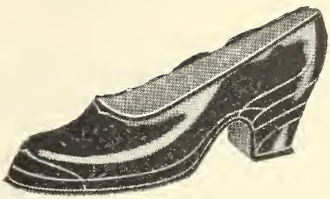
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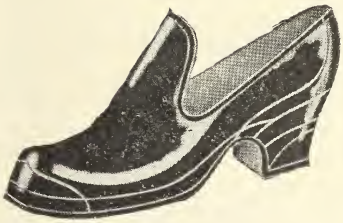
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6



7



8



9

Gentlemen's Snowboots

(1) One buckle, fairly high tops to come well over the ankles, good strong soles, and very broad in the heel to allow the boot to enter the snowboot, taking into consideration that very broad heels are worn in Bulgaria. The rubber sole to continue partly up the heel at the back. (Illustration No. 4.)

(2) As above, but ordinary sole not continued up the heel at the back. (Illustration No. 5.)

Ladies' Overshoes

(1) Ordinary strong rubber, medium heel without tongue. (Illustration No. 6.)
(2) The same as No. 1 but with tongue. (Illustration No. 7.)

Men's Overshoes

(1) Ordinary strong rubber, strong rubber soles and heels, without tongue. (Illustration No. 8.)
(2) As No. 1, but with tongue. (Illustration No. 9.)

SIZES

The following are the sizes usually ordered, and an indication is given how these should be assorted in an order for 24 pairs, to show the number in each size:—

Men's	Nos.	6	7	8	9	10	11	12
	Pairs	2	4	5	5	4	3	1=24 pairs
Ladies'	Nos.	1	2	3	4	5	6	7
	Pairs	2	4	5	6	4	2	1=24 pairs
Misses'	Nos.	13	1	2	2½			
	Pairs	6	6	6	6			=24 pairs
Misses' (another assortment)	Nos.	8	9	10	11	12		
	Pairs	4	4	4	6	6		=24 pairs
Boys'	Nos.	1	2	3	4	5		
	Pairs	3	4	5	6	6		=24 pairs
Children's	Nos.	3	4	5	6	7		
	Pairs	3	3	5	6	7		=24 pairs

The following list shows the quantities of the two kinds, overshoes and snowboots, which have been ordered for the different sizes (men's, ladies', etc.) in an order made up of about 335 cases of 24 pairs each or about 8,000 pairs, and in various shapes: Snowboots—ladies, 115 cases; men's, 10; misses', 35; children's, 5. Overshoes—men's, 85; women's, 35; misses', 30; boys', 10; children's, 10 cases.

SALES METHOD

The practice in the past in Bulgaria has been for wholesalers to give their orders about March or April for goods to arrive there in September; this year this is not being followed, and wholesalers are waiting until the representatives of the manufacturers have received the goods, and they will then order exactly what they want from the goods held on consignment. Therefore, especially for a new mark, it will be impossible to take orders beforehand, and the method suggested is that the manufacturer send on consignment a quantity nicely assorted in the qualities and shapes which are required, to be sold at the beginning of the season. This appears to be the only way for a firm new to the market to commence business. If necessary, a bank guarantee could be given against delivery of the goods on this side, and the goods would be sold at the prices indicated by the Canadian manufacturers. Yet, a sufficiently attractive counter-offer by the Canadian firms might prove acceptable to Bulgarian firms and should be made.

CUSTOMS DUTIES

All overshoes and snowboots come under item No. 324a of the Bulgarian tariff, the rate of duty on which is 300 levas. The coefficient of increase for this item is 20, and this brings the rate in paper levas to 6,000 per 100 kilos of net weight.

The cases and cartons are dutiable at 4×20 levas or 80 levas per 100 kilos; this, of course, provided the goods are packed as specified in this report. Cartons are also considered as packing cases and are dutiable at the same rate as wooden cases.

Fibre or carton cases would be dutiable at the same rate as the goods they contain.

The Bulgarian paper lev is worth about 0·72 Canadian cents; 100 kilos equals 220 pounds.

MARKET FOR CANADIAN EGGS IN ARGENTINA

O. M. Armstrong, Acting Trade Commissioner

Buenos Aires, July 29, 1929.—The possibility of Canadian produce merchants entering Argentina for the sale of eggs can best be judged by a survey of the results of Government inspection in Canada and conditions in the home market. Canadian exports of eggs from Montreal, which have been dropping rapidly for the past five years, were as follows on the dates indicated: 1923, 149,408 cases; 1924, 92,435; 1925, 94,944; 1926, 53,832; 1927, 26,733; 1928, 23,146 cases. This accentuated drop in exports has been caused by the increased consumption of eggs in Canada directly brought about by the beneficial results of careful Government grading. The Department of Agriculture in actual practice has proved the modern economic truism that, providing a demand exists for a certain article at a given price, its sale may be indefinitely increased by either a reduction in price or an improvement in quality. The per capita consumption of eggs in Canada increased from 16·8 dozen in 1920 to 30 dozen in 1928. Had production kept pace with the increased consumption, exports, it is to be presumed, would have remained more or less stationary, but this has not been the case, with the resultant effect on exports noted. In the readjustment of production to consumption, internal prices have been affected so that for some years past Canadian export prices have been high in the world's markets. Concurrently with this, however, the demand for Canadian eggs abroad has increased due to the improved quality and the reliability of Government grading. The impetus given to production in Canada by increased consumption and prevailing high prices, it is certain, will shortly have the effect of satisfying the home market and reducing prices, but when these latter will conform to world export figures cannot be predicted with certainty.

The result anticipated by the writer is that Canada will shortly enter the export market on a quality basis, and far outstrip her previous record of 1923 (149,408 cases) long before the impetus given to production has spent itself. That this opinion is held by the Department of Agriculture and a part of the trade in Canada is evidenced by the fact that quotations have been offered to such far-away markets as Argentina for the past two years.

Buenos Aires, with a population of over two millions, may be regarded as the most potential egg market south of the equator. Imports remain fairly steady from year to year between 275,000 to 350,000 cases. That this will be a permanent market at least for many years to come is also probable due to a variety of causes, chief among which may be cited the lack of efficient grading, official or otherwise, with its natural corollary increase of production. With one rather noteworthy exception, there is no interest being shown by individual

enterprise in modern chicken farms. This, however, should not be regarded as a criticism of initiative since there are many natural barriers in the way, such as high freight rates, bad roads, and the high cost of land within easy reach of the capital. Outside of a waterbound macadam road to the Tigre, about 18 miles, and a macadam road, bitumistic penetration, to Pilar (about 35 miles), there are no paved highways serving the city from the surrounding country.

The following import figures of eggs entering Argentina during the last two seasons have been procured from the trade and should be taken as approximately correct only. Cases are 30 dozen each.

Country of Origin	1928 (Cases)	1929 (Cases)
United States	214,242	115,937
Holland	50,810	60,522
Italy	33,148	21,317
Ireland	29,291	45,188
Germany	26,292	29,775
Others	554	80
Total	354,337	272,819

It will be noted that imports for 1929 are somewhat below those of 1928. This difference of 81,518 cases is almost wholly accounted for in the long summer season of 1929, which extended the arrival period of supplies from the interior. Storage supplies it is reported were not higher than usual.

Imports from the United States were very considerably below those for 1928 (98,305 cases), caused by the high American prices ruling towards the end of the season. Outside of the *Oregon Star* (Blue Star Line), which loaded on the West Coast at 25 cents per dozen and arrived on June 20 with 5,500 cases, there were no arrivals of American eggs after May 22. As noted above, shipments in the 1929 season totalled 272,819 cases, distributed during the months of shipment as follows: March, 2,000 cases; April, 88,517; May, 114,382; June, 49,423; and July, 18,497 cases.

PRICES

Prices c.i.f. Buenos Aires per case of 30 dozen were as follows on the dates indicated, 1929:—

American Eggs

Date of Quotation, 1929	Port	Price
March 7	New York	$11 00
March 13	San Francisco	10 35
March 22	New York	11 50
March 22	New York	11 30
April 6	New York	11 75
April 6	New York	10 00
April 8	New York	9 70
April 27	New York	10 00

German Eggs

May 20, 1929	39 shillings

Irish Eggs

Date of Quotation, 1929	Date Sailing Belfast	Price
March 16	March 30	43s. 0d.
March 22	April 6	43s. 0d.
March 22	April 6	42s. 0d.
April 2	April 13	40s. 6d.
April 7	April 20	40s. 9d.
April 18	April 26	40s. 6d.
June 2	June 8	40s. 6d.

Irish eggs have a very good name on the Buenos Aires market, so much so that it is possible in many cases to sell at sixpence above the competition. Above offerings and sales were for first-class eggs weighing 45 pounds to the case or better.

Smaller eggs of the same high quality were also offered from Ireland weighing 40 pounds to the case or better. All offerings of these were rapidly taken up and sales were effected at the following prices:—

Irish Eggs

Date of Quotation, 1929	Date Sailing Belfast	Price
March 22	April 6	39s. 0d.
April 2	April 13	37s. 6d.
April 7	April 20	38s. 6d.
June 2	June 8	37s. 6d.

An indication of the prices prevailing during the season 1928 should be of interest since these were somewhat lower than 1929. On March 22, 1928, Irish offerings c.i.f. Buenos Aires per case of 30 dozen, weighing 45 pounds or better, opened at 39s. and rose slightly during the month of April, when offerings on the 26th stood at 40s. 6d. On May 2 the price was 40s. 3d.

Although the Westfal-Larsen Line are launching five new boats for service on the West Coast, each equipped with 60,000 cubic feet of refrigerated space and Diesel engines capable of doing fourteen knots, it is improbable that Canadian West Coast shippers will be able to effectively enter the Argentine egg market in competition with Europe and the Eastern United States since the sailing time from Vancouver to Buenos Aires will be forty days. All five of these ships, it is expected, will be in service by the first of the coming year and a sailing is promised from the West Coast monthly. The possibility of one shipment, however, should seriously be studied, bearing in mind the fact that this should be dispatched at the very earliest date, since prices fall as the season advances. Cable offerings should be sent to the local agent as soon as the season opens specifying the number of cases, the weight of the eggs, the date of sailing and the price c.i.f. Buenos Aires.

In 1928, shipping opened on the St. Lawrence river on April 26 and closed on December 9. Canadian National Steamships have four boats serving Montreal, Halifax and Buenos Aires. Sailings from Montreal are made in the summer season and from Halifax in the winter season. Three of these boats—*Canadian Pathfinder, Canadian Skirmisher*, and *Canadian Traveller*—have three cold storage chambers: port aft, 2,368 cubic feet; port forward, 2,186 cubic feet; starboard aft, 2,368 cubic feet.

The *Canadian Pioneer* has no accommodation for cold storage. The first sailing for the season 1928 from Montreal was on May 20 by the *Canadian Skirmisher*. From Halifax the voyage is made in 28 to 30 days; from Montreal the time is approximately 35 days. Shipments from New York are possible weekly, and refrigerated space is offered by a variety of steamship lines. The time required to make the voyage varies between 18 and 21 days.

Quotations should be made by cable as soon as possible before date of sailing in order to give the local agent plenty of time to make his offering and open the required bank credit in Canada. Date of sailing, weight per case, quantity and price c.i.f. Buenos Aires should be specified. Payments are usually made cash against documents in country of origin; in a few cases, however, the vendor may be called upon to grant terms of 50 per cent against documents in Canada and 50 per cent against delivery of documents by agent in Buenos Aires; proceeds of the latter to be cabled to Canada by agent. Offerings of cold storage eggs should not be made; these deteriorate rapidly even though shipped in freezing chambers. Small and regular shipments are preferable to large single consignments.

As soon as an agent is chosen, the latter should be called upon to forward his supplementary code book. Nearly all first-class agents compile a code book of their own to reduce costs of cabling. Cost of cables should be for account of the vendor. Commissions to agents are usually 2 per cent.

Eggs should be packed 30 dozen to a case and cup-flats (maple boards) used. Importers take it for granted that cup-flats shall be used. Without these, claims and refusal of merchandise may result. It has been found profitable by a few firms to bind the ends of cases with a wire band in order to stop pilfering. It is vital that shipping documents arrive with the steamer since eggs are discharged immediately the ship docks. Without documents, the eggs cannot be cleared and the result will probably be that the eggs will be left to rot in the sun. Furthermore, heavy fines are imposed if documents do not arrive within eight days of the arrival of the boat.

Irish eggs have the preference on the Argentine market, and slight premiums of about sixpence per case are offered therefor. It is thought that Canadian eggs should also be favourites, and that a slight premium might be demanded, but this of course would not be possible until they were well introduced. Since it is reasonable to presume that Canadian production, now outstripping consumption, will shortly liberate substantial shipments for export, it is suggested that two or three produce merchants occupy themselves seriously and make a real effort to enter the Argentine market for the coming season.

Since there are no financial risks and terms are cash against documents in Canada, the vendor should be able to work on a very small margin. It is said that Irish egg merchants work on as small a profit as sixpence a case.

Applications have already been received from three excellent agents keenly looking forward to Canadian representations.

A study of this report and the prices noted therein should indicate to the Canadian egg merchant whether or not he can compete in this market. Interested parties please communicate with the Canadian Trade Commissioner in order that an agent may be chosen, code supplements forwarded and an early start made for the season 1930.

CERTIFICATES FOR POTATOES SHIPPED TO CUBA

Enrique Heymann, Office of the Canadian Trade Commissioner

Havana, Cuba, April 30, 1929.—Canadian exporters of potatoes to Cuba must have their shipments inspected and certified by a Plant Disease Inspector in the district where the potatoes were cultivated. After this certificate has been issued, it must be presented before a Cuban Consul who will legalize the Inspector's signature.

This certificate must be accompanied by the regular shipping documents, such as a bill of lading, commercial invoice and consular invoices. All these documents must also be legalized by the Cuban Consul.

On receipt of the documents by the importer, he must present the potato certificate and consular invoice before the Cuban Vegetable Sanitary Department, who will inspect the shipment and issue another certificate if same are found to be in good condition for consumption. After the duties are paid, etc., the shipment is released.

The following district inspectors of the Canadian Department of Agriculture are in a position to issue the certificates:—

S. G. Peppin, Laboratory of Plant Pathology, Charlottetown, P.E.I.
C. H. Godwin, Laboratory of Plant Pathology, Fredericton, N.B.
W. K. McCulloch, Laboratory of Plant Pathology, Kentville, N.S.
H. S. MacLeod, c/o Provincial Agronomist, Parliament Building, Victoria, B.C.

PROPOSED EXTENSION OF BRITISH MERCHANDISE MARKS ACT

Mr. Harrison Watson, Canadian Trade Commissioner in London, writes under date August 13, that in *Commercial Intelligence Journal* No. 1248 (December 31, 1927), reference was made to a Merchandise Marks Order which had been adopted by the British Government, making compulsory the marking with an indication of origin of imported wire nails and staples (among other lines) at the time of sale or exposure for sale.

In a report just issued, the Merchandise Marks Committee recommend the extension of the above order to cover "steel nails, whether cut, wrought or pressed."

Simultaneously, the committee have published a report recommending that the Government shall make an Order in Council requiring that imported wood split pulleys shall at the time of sale, or exposure for sale, bear an indication of origin.

Copies of both reports are on file at the Department of Trade and Commerce, Ottawa.

TRADE COMMISSIONERS ON TOUR

Mr. Muddiman

Mr. A. B. Muddiman, Canadian Trade Commissioner in Italy, is now on tour. His territory includes Spain and Portugal, Gibraltar, the Canary Islands, Malta, the Italian Colony in Africa, Albania, Jugoslavia, and Cyprus. The first part of his itinerary includes:—

Vancouver .. ..Sept. 3 to 15	Halifax .. ..Sept. 27, 28
Winnipeg .. ..Sept. 21	St. John .. ..Sept. 30 to Oct. 1

Mr. Young

Mr. R. T. Young, Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit the undermentioned towns and cities as follows:—

St. Mary's.. .. .. ..Sept. 9	Bridgeburg .. ..Sept. 18
Stratford.. .. ..Sept. 10	Welland .. ..Sept. 19
Goderich: Kincardine..Sept. 11	Niagara Falls .. .. ..Sept. 20
Owen Sound.. .. .. ..Sept. 12	St. Catharines .. .. ..Sept. 21
Guelph.. .. ..Sept. 13	Hamilton.. .. ..Sept. 23 to 25
Kitchener and Galt. ..Sept. 14 to 16	Toronto .. ..Sept. 26-Oct. 12
Brantford and Paris ..Sept. 17	Oshawa .. ..Oct. 14

Mr. McColl

Mr. E. L. McColl, Canadian Trade Commissioner in Argentina, will visit the following towns:—

Midland.. .. ..September 9	Hespeler .. ..September 18
Owen Sound.. .. ..September 10	Galt .. ..September 19
Listowel .. ..September 12	Woodstock.. .. .. ..September 20
Goderich.. .. .. ..September 13	Welland .. ..September 23
Kitchener.. .. .. ..September 16	Niagara Falls.. .. ..September 24
Preston. .. ..September 17	

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association; in that of Toronto with Mr. Alex. Marshall, Canadian Manufacturers' Association; and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Increased Customs Duties of St. Vincent Now Effective

The St. Vincent Government *Gazette* of July 26, 1929, contains a proclamation bringing into effect, from July 27, 1929, the Customs Duties Ordinance assented to on May 3, 1929. This Ordinance increases the surtax on the Customs duties of St. Vincent from 10 per cent to 12½ per cent and also increases the specified duties on motor bicycles or tricycles, motor cars, lubricating oil, and motor and petrol spirits generally. (Details of these changes were published in *Commercial Intelligence Journal* No. 1323 (June 8, 1929), page 889).

New German Flour and Grain Duties

M. B. PALMER, ACTING TRADE COMMISSIONER

Hamburg, August 10, 1929.—The following table gives the rates at present in force for flour and grain in Germany, showing the new rates which came into effect on July 10, 1929. Canadian exports fall under the autonomous rates.

	Conventional Reichsmarks (0.2382) per 100 Kg. (220 lbs.)	Autonomous
Wheat flour	14.50*	14.50
Wheat	6.50*	7.50*
Barley	5.00	7.00
Feeding barley	2.00	2.00
Rye	6.00*	7.00*
Oats	6.00*	7.00*
Maize	....	5.00
Feeding maize	2.50	2.50

* New rates.

Coincident with this new tariff arrangement, the Reichstag have issued a further law compelling every mill within Germany, which utilizes foreign wheat, to grind during the period August 1, 1929, to July 31, 1930, a quantity of domestic wheat which must at least amount to 30 per cent of the total wheat milled; while for the period August 1, 1929, to November 30, 1929, an amount of domestic wheat equivalent to at least 40 per cent of the total wheat ground must be used.

Cuban Invoices for Duty-Free Goods

Mr. Gabriel de la Campa, Consul-General for Cuba, advises that the Cuban Consul-General at New York has been authorized to certify invoices covering Canadian shipments of merchandise entering Cuba free of duty.

Polish Import Prohibition on Wheat Flour

Mr. M. B. Palmer, Acting Government Trade Commissioner in Hamburg, writes that the prohibition on the importation of wheat flour into Poland which had been authorized up to July 31, 1929, has been extended until further notice.

Increased Import Duty on Shoes in Panama

Decree No. 89, dated July 30, 1929, provides for an increase in the import duty on leather shoes of foreign manufacture from the present rate of one dollar to one and a half dollars per pair. The decree also provides for a new duty of one dollar per pair on ladies' shoes, with uppers not made from leather, as well as men's and women's slippers. These formerly were subject to a duty of 15 per cent ad valorem.

Children's shoes up to size $4\frac{1}{2}$, American scale, sports shoes, and all other footwear not made from leather will remain subject to the ad valorem duty of 15 per cent.

The purpose of the increased duties is to protect the national shoe industry, and the increases will go into effect three months after the promulgation of the decree.

FOREIGN EXCHANGE QUOTATIONS, WEEK ENDING SEPTEMBER 3

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 3, 1929. Those for the week ending August 26, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending August 26, 1929	Week ending Sept. 3, 1929
Austria	Schilling	.1407	.1423	.1421
Belgium	Belga	.1390	.1400	.1398
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0298	.0298
Denmark	Krone	.2680	.2681	.2679
Finland	Markka	.0252	.0253	.0253
France	Franc	.0392	.0394	.0393
Germany	Reichsmark	.2382	.2399	.2395
Britain	Pound	4.8666	4.8838	4.8791
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4038	.4032
Hungary	Pengo	.1749	.1763	.1761
Italy	Lira	.0526	.0526	.0526
Jugo-Slavia	Dinar	.1930	.0177	.0177
Norway	Krone	.2680	.2682	.2680
Portugal	Escudo	1.0805	.0453	.0452
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1483	.1483
Sweden	Krona	.2680	.2699	.2695
Switzerland	Franc	.1930	.1939	.1936
United States	Dollar	1.0000	1.0075	1.0064
Argentine Rep.	Peso (Paper)	.4244	.4221	.4224
Brazil	Milreis	.5462	.1197	.1195
Chile	Peso	.1217	.1219	.1217
Colombia	Peso	.9733	.9734	.9736
Mexico	Peso	.4985	.4862	.4857
Peru	Libra	4.8666	4.0300	4.0256
Venezuela	Bolivar	.1930	.1944	.1942
Uruguay	Peso	1.0342	.9898	.9900
Cuba	Peso	1.0000	1.0000	1.0000
Batavia, Java	Guilder	.4020	.4030	.4025
China	Tael	.....	.5849	.5793
India	Rupee	.3650	.3639	.3635
Japan	Yen	.4985	.4705	.4694
Siam	Baht (Tical)	.4424	.4495	.4491
Singapore, Str. Settlements	$	.5678	.5654	.5647
Jamaica	Pound	4.8666	4.8838	4.8785
Barbados	$	1.0000	$1.01\frac{1}{16}$—$1.02\frac{1}{4}$	$1.01\frac{1}{8}$—$1.02\frac{1}{4}$
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	$1.01\frac{5}{8}$—$1.02\frac{3}{8}$	$1.01\frac{5}{8}$—$1.02\frac{3}{8}$
Martinique	Franc	.0392	.0394	.0393
Guadeloupe	Franc	.0392	.0394	.0393

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Foodstuffs

743. Cheese.—A newly-formed Manchester firm of provision agents are anxious to establish contact with a Canadian shipper with a view to representation on this market.

744. Fish; Provisions.—A firm in Caracas, Venezuela, wish to correspond with Canadian exporters of lard, hams, bacon, potatoes, sardines, and salmon.

745. Dried Fish.—A manufacturers' agent in Hongkong requests prices and samples of dried and salted fish and marine products.

746. Eggs.—A Manchester agent with a good connection in the provision trade of that city desires to represent a Canadian exporter on a commission basis.

747. Eggs.—An importer in Panama is desirous of establishing a connection with a Canadian shipper of eggs with a view to importing direct. Quotations c.i.f. Panama.

748. Hay.—A Liverpool firm are interested in getting in touch with Canadian exporters with a view to representing them on a commission basis in this territory.

749. Hay.—A North of England firm of hay dealers are interested in getting in touch with Canadian exporters in a position to quote them direct, as buyers.

750. Hay.—A firm of importers at Hull, England, are interested in hearing direct from exporters in a position to offer clover and timothy mixture. Shipments acceptable to Hull, Liverpool, and Manchester on c.i.f. basis.

751. Hay.—An old-established firm of fodder merchants in the South of England ask to be placed in touch with responsible Canadian shippers of hay with a view to business.

Miscellaneous

752. Rubber Products.—A New Zealand firm of wholesale merchants wish to hear from Canadian manufacturers desiring representation in New Zealand for the following lines: *India-rubber hose* for all purposes, garden, delivery, suction, steam, brewers, oil, etc., acetylene gas, and all other purposes; also moulded and braided hose; *mechanical rubbers*—washers, valves, buffers, sheet rubbers, and insertion; *moulded rubbers* of every description; *rubber and rublino tiling and flooring* suitable for public buildings, banks, steamships, railway carriages, offices, private residences; *packing*, india-rubber and asbestos of all kinds; *rubber beltings* for driving and conveying purposes; *surgical rubbers* (enemas, injection bottles, teats, soothers, hot-water bottles and beds, ice caps, douche and drainage tubings); *stationers' rubber sundries; railway sundries* (vacuum brake pipes, steam-heating pipes, attock blocks, carriage buffer springs, window cushions, rolling and joint rings, and rubber floorings for railway carriages); *sanitary sundries* (closet cones, seat buffers, grants valves, force cups, bath and basin plugs, squeegees); *ships' sundries* (engine packings, manhole door joints, hatchway covers, rubber and rublino tiling); *motor and cycle accessories* (pump and valve tubings, repair bands, patching sheet, motor horn bulbs, canopy cloths, gaiters); *waterproof garments; sheeting and piece goods* of every sort; *rubber accessories for sports* (footballs, bladders and cases, handle covers, golf balls and golf requisites); *heels and rubber-soled sports footwear and rubber sundries of all kinds.*

753. Groundwood Pulp.—A firm of pulp agents in Manchester are interested in forming a connection with a Canadian manufacturer of groundwood pulp, not already represented in Great Britain.

754. Honey Casks.—A firm of produce merchants in Jamaica want to get in touch with Canadian exporters of honey casks, 25 to 27 gallons capacity, made of oak or ash.

755. Office Equipment and Appliances.—A Hongkong firm who are now distributing several types of office appliances request catalogue and price information regarding similar products of Canadian manufacture.

756. Automatic Oil-heating Units.—Argentine firm of engineers are anxious to find a Canadian source of supply for two sizes of automatic oil-heating units; a small one for domestic use to burn gas oil and a large one for apartment houses to burn fuel oil. Communicate particulars to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Cherbourg and Southampton.—Empress of Australia, Sept. 24; Empress of Scotland, Sept. 10, Oct. 1; Montroyal, Sept. 17—all Canadian Pacific.

To Hamburg.—Empress of Scotland, Canadian Pacific, Oct. 1.

From Montreal

To Avonmouth.—Nevisian, White Star Line, Oct. 5; Kastalia, Sept. 18; Salacia, Sept. 28—both Anchor-Donaldson.

To Belfast.—Lord Downshire, Sept. 20; Fanad Head, Sept. 26—both Head Line.

To Cardiff and Swansea.—Kastalia, Sept. 18; Salacia, Sept. 28—both Anchor-Donaldson; Nevisian, White Star Line, Oct. 5.

To Dublin.—Lord Downshire, Sept. 20; Fanad Head, Sept. 26—both Head Line.

To Dundee.—Cairnross, Thomson Line, Sept. 20.

To Glasgow.—Metagama, Sept. 13; Melita, Sept. 14; Minnedosa, Sept. 28—all Canadian Pacific; Corinaldo, Sept. 13; Athenia, Sept. 20; Carmia, Sept. 27; Letitia, Oct. 4—all Anchor-Donaldson.

To Hull.—Cairndhu, Furness Line, Sept. 17.

To Liverpool.—Duchess of Atholl, Sept. 11; Duchess of Bedford, Sept. 18; Duchess of Richmond, Sept. 21; Duchess of York, Sept. 27; Duchess of Atholl, Oct. 4—all Canadian Pacific; Regina, Sept. 21; Laurentic, Sept. 28; Doric, Oct. 5—all White Star Line; Antonia, Sept. 13; Andania, Sept. 27—both Cunard Line.

To London.—Beaverburn, Sept. 13; Beaverbrae, Sept. 20; Beaverdale, Sept. 27; Beaverford, Oct. 4—all Canadian Pacific; Canadian Planter, Sept. 13; Canadian Inventor, Sept. 23—both Canadian National; Aurania, Sept. 13; Ausonia, Sept. 20; Ascania, Sept. 27; Alaunia, Oct. 4—all Cunard Line; Cairndhu, Furness Line, Sept. 17; Calgaric, Sept. 19; Megantic, Oct. 3—both White Star Line.

To Manchester.—Manchester Citizen, Sept. 12; Manchester Division, Sept. 19; Manchester Brigade, Sept. 26; Manchester Producer, Oct. 3—all Manchester Line.

To Newcastle and Leith.—Cairnmona, Sept. 13; Cairnross, Sept. 20—both Thomson Line.

To Southampton.—Montcalm, Sept. 18; Montclare, Sept. 26—both Canadian Pacific; Calgaric, Sept. 19; Megantic, Oct. 3—both White Star Line.

To Antwerp.—Canadian Planter, Sept. 13; Canadian Inventor, Sept. 23—both Canadian National; Montrose, Sept. 13; Beaverburn, Sept. 13; Montclare, Sept. 26; Beaverdale, Sept. 27—all Canadian Pacific.

To Bordeaux and Havre.—Kent County, County Line, Sept. 29; La Bourdonnais, French Line, Sept. 21.

To Bremen.—Crefeld, Sept. 14; Koeln, Oct. 5—both North German Lloyd.

To Copenhagen and Baltic Ports.—Copenhagen, Scandinavian-American Line, Sept. 17.

To Hamburg.—Montcalm, Sept. 18; Beaverbrae, Sept. 20; Beaverford, Oct. 4—all Canadian Pacific; Brant County, Sept. 14; Laval County, Sept. 28—both County Line; Crefeld, Sept. 14; Koeln, Oct. 5—both North German Lloyd.

To Norwegian Ports.—Idefjord, Norwegian-American Line, late September.

To Rotterdam.—Labelle County, County Line, Sept. 25.

To South France and Italian Ports.—Valleluce, Lloyd Mediterraneo Italian Service. Sept. 20.

To South African Ports.—Cochrane (also calls at Sierra Leone), Sept. 23; Benguela, Oct. 12—both Elder Dempster Line.

To South American Ports.—Canadian Skirmisher, Canadian National, Sept. 20.

To Australian Ports.—Canadian Leader, Sept. 14; Canadian Commander, Sept. 30—both Canadian National.

To New Zealand Ports.—Canadian Transporter, Canadian National, Sept. 25.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Colborne, Sept. 21; Cornwallis, Oct. 5—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Rodney, Sept. 14; Cavelier (Kingston only), Sept. 21—both Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Agnete Maersk, Sept. 13; Spica, Sept. 27—both Ocean Dominion.

To Corner Brook.—North Voyageur, Sept. 23, Oct. 7; New Northland, Sept. 18, Oct. 2—both Clarke SS.

To St. John's, Nfld., and St. Pierre-Miquelon.—Cabot Tower, Sept. 17; Reinunga, Sept. 24—both Newfoundland-Canada Traders.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Sept. 12; Lady Nelson, Sept. 26—both Canadian National.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday and Saturday.

From Halifax

To Londonderry and Glasgow.—Cameronia, Anchor-Donaldson, Sept. 9.

To Bourdeaux.—La Bourdonnais, Furness, Withy, Sept. 21.

To Liverpool.—Manchester Hero, Sept. 12; Newfoundland, Sept. 24; Manchester Merchant, Sept. 30—all Furness, Withy.

To London and Hull.—Inecmore, Sept. 9; Cairndhu, Sept. 20—both Furness, Withy.

To Manchester.—Manchester Hero, Sept. 12; Manchester Citizen, Sept. 15; Manchester Division, Sept. 22; Manchester Merchant, Sept. 30—all Furness, Withy.

To St. John's, Nfld.—Nerissa, Sept. 17, Oct. 1; Nova Scotia, Sept. 7; Fort St. George, Sept. 10, Sept. 24—all Furness, Withy; Farnorth, Farquhar SS., Sept. 13, Sept. 21, Sept. 27; Sollund, Newfoundland-Canada Traders, Sept. 28.

To St. Pierre-Miquelon.—Fernfield, Sept. 14, Sept. 28; Farnorth. Sept. 13, Sept. 21, Sept. 27, Octo. 5; Sambro, Sept. 11, Sept. 29—all Farquhar SS.; Sollund, Newfoundland-Canada Traders, Sept. 28.

To Kingston (Jamaica).—Cathcart, Sept. 10; Cavelier, Sept. 24—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, Sept. 12; Colborne, Sept. 26—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Sept. 20; Lady Nelson, Oct. 4—both Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar, Sept. 18; Caledonia, Oct. 2—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of Russia, Sept. 12; Empress of Asia, Oct. 3—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hong Kong.—Ixion, Sept. 17; Tyndareus, Oct. 8—both Blue Funnel.

To Yokohama, Osaka and Dairen.—London Maru, Osaka Shosen Kaisha, Oct. 15.

To Auckland, Wellington and Dunedin.—Golden West, Oceanic and Oriental Navigation Co., Oct. 10.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, Sept. 18.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Roxen, Transatlantic SS., middle September.

To Napier, Nelson, Lyttelton, Dunedin, Bluff and New Plymouth.—Waitemata, Canadian-Australasian Line, Sept. 18.

To Auckland, Wellington, Adelaide and Sydney.—Hauraki, Canadian-Australasian Mail Line, Oct. 3.

To Manchester.—Pacific Enterprise, Sept. 21; Pacific Trader, Oct. 5—both Furness Pacific.

To Liverpool, Southampton, London and Rotterdam.—Loch Goil, Sept. 12; Drechtdyk, Sept. 26—both North Pacific Coast Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Noorderdyk, Sept. 11; Moerdyk, Sept. 17—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—Alaska, Sept. 14; La Marseillaise, Sept. 28—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Cellina, Sept. 14; Livenza, Oct. 2—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Hindanger, Westfal-Larsen, Oct. 1.

To West Indian Ports.—Temple Lane, Canadian Transport Co., Sept. 15.

To Cape Town, Algoa Bay, Durban, Lourenco Marques.—West Honaker, B.C. Shipping Agencies. Oct. 9.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription. In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.)

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

OCT 3 1929 /377

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each): $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, September 14, 1929 No. 1337

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TRADE OF NEW ZEALAND

C. M. Croft, Canadian Trade Commissioner

Auckland, August 9, 1929.—Statistics are just available showing the state of the overseas trade of New Zealand for the first six months of the current calendar year. A specially compiled return has also been received showing details of the imports from Canada during the three months ended June 30.

The total imports into New Zealand for the first six months of this year were valued at £22,537,443, as compared with £20,915,700 for the first six months of 1928, an increase of approximately 7·75 per cent. Exports show a slight increase, from £37,715,272 for the first six months of 1928 to £37,771,541 for the corresponding period this year, or about 0·15 per cent.

As to the import trade for the half year, the United Kingdom was the largest supplier with £10,247,050 (45·50 per cent) as against £9,686,610 (46·30 per cent) for the first half of 1928. The United States was second with £4,442,063 (19·71 per cent) as compared with £3,902,246 (18·69 per cent); Canada third with £2,170,215 (9·65 per cent) as against £1,434,942 (6·86 per cent); and Australia fourth with £1,505,007 (6·69 per cent) as compared with £1,749,153 (8·35 per cent).

New Zealand's exports went principally to the United Kingdom (74·60 per cent), United States (5·90 per cent), France (4·50 per cent), Canada (4·14 per cent), and Australia (3·53 per cent). The exports to Canada were valued at £1,561,861 as compared with £1,220,617 during the first six months last year.

Imports From Canada, Quarter Ended June 30, 1929

The statistics covering the imports from Canada during the three months ended June 30, 1929, show a considerable increase over the corresponding quarter of 1928, the values being £985,215 and £592,166 respectively, an increase of £393,049 or nearly 66·4 per cent. There was a drop of nearly £200,000 as compared with the March quarter of the current year, but the figures for the June quarter are always lower than those for the first quarter. Apart from the usual fluctuations of seasonal buying, there are few factors which can be cited as causes for the decline. The increase in ocean freight rates on a number of lines may be responsible, but this can only be determined after the new rates have been in operation for a longer period.

COMMODITY GROUPS

As the purchasing seasons in New Zealand are fairly definitely fixed, the only comparisons of real value, so far as individual commodities and groups of commodities are concerned, must be made with the corresponding quarter of last year. In the following brief summary of the trade in various items, a comparison is made between the imports from Canada during the three months' periods ended June 30, 1928 and 1929.

FOODSTUFFS

Canned Fish.—Imports of Canadian canned fish for the second quarter this year show a drop of nearly £6,500 as compared with the corresponding quarter last year, but as the figure for the June quarter last year was some £7,600 in excess of that for the June quarter of 1927, the imports during the quarter under review were well up to the average.

Provisions n.e.i.—The imports of provisions of animal origin not elsewhere included in the return, for the quarter amount to £3,053, as against £235 for the corresponding period of 1928.

Chocolate confectionery shows an increase of £2,721; the value for the quarter was £8,843.

Wheat.—Canadian wheat has been coming to New Zealand in increasing quantities, the imports for the second quarter of this year being valued at £6,265, as compared with £1,746 for the corresponding quarter of 1928.

Flour.—The import trade in Canadian flour continues to develop; the value for the three months ended June was £26,407 as compared with £19,364 for the similar period last year.

Hides and Skins.—The imports of hides and skins show a substantial increase, from £280 to £7,286.

Wood Pulp.—Imports of Canadian wood pulp during the quarter were valued at £5,873, which shows a decline of £2,011. The total imports showed an increase over the similar period of 1928.

APPAREL

Hosiery.—Imports of hosiery from Canada (amounting to £12,260) were well maintained during the quarter. The chief item under this heading is silk hosiery, and with the measure of preference accorded to Canada, together with the quality offered, there are excellent prospects for continued and increased trade.

Gum Boots.—This constitutes quite an important item under the general classification of apparel, and during the quarter under review was responsible for £23,654 as compared with £20,482 for the second quarter last year and £9,205 for the corresponding quarter of 1927.

Rubber and Canvas Shoes.—The imports of Canadian rubber and canvas boots and shoes during the three months ended June were valued at £7,409, an advance of £4,658 over the corresponding quarter last year.

TEXTILES

Linoleums.—A few years ago Canadian linoleums and similar floor coverings were comparatively unknown in the New Zealand market, but due to the energy displayed by the Canadian industry fair shipments are now recorded; the value for the last quarter was £1,657 as against £132 for the second quarter of 1928.

Carpets.—This is another line in which Canadian firms have demonstrated their ability to secure business in the fact of keen competition. The imports during the June quarter this year were valued at £1,810, and while this is slightly lower than the figure for the corresponding quarter last year (£2,137), it is considerably in advance of the second quarter of 1927 (£230).

METALS AND MANUFACTURES

Iron and Steel.—The imports of iron and steel bars, bolts and rods from Canada amounted to £20,609—an increase of nearly £4,000 over the June quarter of 1928. This is considered very satisfactory as manufacturers in other countries have been endeavouring to increase their trade with New Zealand.

Wrought iron pipes decreased during the quarter to £9,531; the value for the second quarter last year was £12,320.

Electric Meters.—Canadian firms have been gradually developing business in electric meters; imports during last quarter were valued at £5,116, while the value for the June quarter 1928 was £431; no imports are recorded for the second quarter of 1927.

Nails.—The trade in nails is being maintained. Although total imports have increased, the imports from Canada during the quarter (£3,341) were smaller than during the second quarter last year (£4,658), which were in turn below those for the June quarter of 1927 (£5,523). English manufacturers have been successful in their efforts towards greater business.

Tools and Implements.—The imports of tools and implements, including axes and hatchets, saws, sawblades, spades, shovels, forks, etc., show an increase from £4,065 for the second quarter of 1928 to £6,080 for the June quarter this year.

Wire.—Imports of Canadian fencing wire, both plain and barbed, show increases, the value of the imports of the former being £12,510 (as against £11,477), and of barbed, £4,521 (as against £3,055). Other kinds of iron wire also increased by £2,645; the value last quarter was £7,885.

Hardware.—The imports of hardware and metal manufactures, not specified in the returns, show a considerable increase, from £7,800 for the June quarter last year to £14,517 this year.

MACHINERY AND MACHINES

Mowers (Agricultural).—No imports of mowers are recorded for the June quarters of 1927 or 1928; but 729 valued at £9,303 were received from Canada last quarter.

Reapers and Binders.—Machines to the number of 33 were received during the quarter under review, valued at £1,431. None were received during the corresponding period in 1928 and 1927.

Vacuum Cleaners.—Shipments of vacuum cleaners from Canada were valued at £9,850 as compared with £4,594 for the corresponding quarter of last year.

Batteries and Cells.—The value of the imports of batteries and cells during the period under review amounted to £15,743, an increase of £4,504 over the similar period last year (£11,239). Imports during the June quarter of 1927 amounted to £4,308. Since the 1927 quarter the tariff preference on batteries and cells from Canada has been increased, and the result is to be seen.

Telegraphy and Telephony Appliances.—While the imports of appliances peculiar to telegraphy and telephony are not very extensive, yet the trade is increasing. During the June quarter of 1927 imports from Canada were valued at £2,208. During the corresponding quarter last year the value had dropped to £336, and for the period under review the imports increased again to £2,546.

Radio Sets.—Canadian radio receiving sets mounted in cabinets have been coming to New Zealand in increasing quantities; the value last quarter was £2,914. The value during the similar period last year was £161. There were no imports in the June quarter of 1927.

Electric Stoves and Ranges.—As during previous quarters electric stoves and ranges were included with other electric equipment under another heading, a comparison is not possible. It is safe to say that the trade is increasing. The value of imports for the quarter was £16,133.

PAPER

Newsprint.—Imports of newsprint continue to increase. The value during the quarter was £92,927 as against £78,763 for the corresponding quarter of 1928, and £65,990 for the similar period of 1927.

Cardboard, pasteboard, etc., show increases, the value of shipments arriving during the quarter being £4,468 as against £1,176 for the corresponding three months last year.

MISCELLANEOUS

Motor Vehicles.—The commodity showing the greatest increase is *passenger motor vehicles,* the imports of which increased from £52,234 for the June quarter last year to £264,275 for last quarter. No imports of Canadian *lorries, trucks, vans and busses* are recorded for the second quarter of 1928, while the value of imports during the three months ended June this year was £10,157. *Chassis for passenger motor vehicles* (other than busses, etc.) increased in value from £425 to £3,641; and *chassis for lorries, trucks, vans and busses* imported from Canada during the quarter under review were valued at £14,948, whereas no imports are recorded during the second quarter of last year.

Tires for Motor Vehicles.—The value of motor tires from Canada during the last quarter was £178,705 as compared with £120,442 for the corresponding period last year.

Pianos.—Canadian pianos are still being purchased extensively, the imports during last quarter (£10,886) showing an increase of £7,521 over the corresponding period of 1928 (£3,365). Player pianos account for a fairly large percentage of the values in question.

Plaster-pulp sheets show a drop of £2,681 as compared with the June quarter of 1928. However, as that quarter was some £3,593 over the second quarter of 1927, the average has been well maintained.

Interested Canadian firms may secure full details of the imports into New Zealand from Canada during the three months ended June 30, 1929, on application to the Department of Trade and Commerce, Ottawa.

OUTLET FOR GALLON APPLES IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, August 22, 1929.—The States of Washington, Oregon and California constitute the main sources of supply of gallon apples for the British market. According to information available on this side, there is a short crop of apples in that section, and as Canada's production of apples this year has been estimated at 11 per cent greater than in 1928 and 21 per cent higher than the five-year average, there would seem to be a good opportunity to capture a larger share of the trade in gallon apples in the North of England, providing that market conditions can be met.

The principal demand for gallon apples exists among bakers and hotels, and it is more or less now a steady year-round trade. The demand for gallon apples has developed quite extensively throughout the North of England since the war, and while the price of fresh fruit naturally has its effects, the convenience of handling and the general uniformity in quality and packing of American gallon apples has won an established outlet for this commodity in the British market. There are a number of American Pacific Coast packers exporting to Liverpool and Manchester practically all under their own label, and one or two brands are so well established that they are able to command a premium of from 6d. (12 cents) to 1s. (24 cents) per dozen over competitors.

Canadian shippers were the pioneers in the English market, and at one time enjoyed a fair trade in "water pack" apples. During the last few years, however, American exporters have developed what is described as the "solid pack" method of canning. This system results in a greater net weight of fruit to a tin, compared with the relatively loose "water pack" method, so that it is necessary to considerably underquote the solid pack in order to sell goods put up under the old style. While there are limited outlets at a price reduction for the water pack apples, some of the large buyers will not even consider anything but the solid pack, as the trade have become so accustomed to it. The American gallon apples are well packed and uniformly graded. Complaints have been made from time to time regarding the quality of occasional Canadian shipments of solid pack apples, on account of irregular sizes of fruit and a tendency to discolouration. On the other hand, one or two Canadian brands have in the past sold in competition with Oregon and Washington. If Canadian firms as a whole could offer a more solid pack in a good-quality apple, uniformly graded at competitive prices, a much greater share of this business could be secured.

Up until a short time ago, average prices for well-known Oregon and Washington brands were in the neighbourhood of 18s. ($4.38) to 18s. 6d. ($4.50) per dozen tins c.i.f. Liverpool. Exporters' quotations have since stiffened, and after doing business at 20s. ($4.86), and later at 21s. ($5.10), one or two shippers have recently withdrawn offers. The present market value for average packs, however, is estimated at around 19s. 6d. ($4.74) to 20s. ($4.86), with importers apparently inclined to purchase cautiously.

Any interested Canadian exporters not represented in this market and in a position to offer solid pack apples at competitive prices are invited to communicate with the Canadian Trade Commissioner at Liverpool.

WEST OF ENGLAND SEASONAL DEMAND FOR FROZEN SALMON

Douglas S. Cole, Canadian Trade Commissioner

Bristol, August 23, 1929.—The West of England and South Wales market for frozen salmon is seasonal, extending from June to August. This covers the summer months when cold salmon cuts are very largely used. In this respect it is quite different from the London area, which is more or less an all-year market.

When fresh salmon sells at from 2s. (48 cents) to 2s. 6d. (60 cents) per pound retail for Severn and Scotch fish, possibilities of making competitive

shipments from Canada are very remote, but when as this year prices run from 3s. 6d. (85 cents) to 4s. (97 cents) per pound retail, it pays importers to bring in supplies from Canada.

CANADIAN OFFERS

Offerings from Canada have ranged this year all the way from 50s. ($12.16) to 105s. ($25.54) per 100 pounds c.i.f. Liverpool, London or Southampton. Unfortunately there is no refrigerated service to Cardiff or Avonmouth, which makes the extra handling rather expensive.

Offerings have included a full range from steelheads to chums. The fish being offered are sharp frozen (glazed) and wrapped in parchment with certificate. Steelheads are shipped round (not dressed, heads on); weight runs from 8 pounds to 15 pounds per fish, packed in 150-pound boxes. Cohoes, which include silvers or medium red salmon, are offered dressed with heads off, average weight about 8 pounds per fish and packed in 150-pound boxes. Red spring (king or chinooks) are likewise offered dressed, heads off. The average weight of these fish is from 15 pounds to 22 pounds, and they are packed in 200-pound boxes. The above would likewise apply to offerings of white spring. Offerings of chums are likewise made with heads off, average weight 9 pounds, and packed in 150-pound boxes. Prices of course range downward from steelheads, which as mentioned above are around 105s. ($25.24) per 100 pounds, but it is very difficult to determine the run, which is not as uniform as that of other salmon.

It is too late this year to ship further supplies; these should be made from Vancouver about the middle of May in order to reach this market at the proper time.

One South Wales importer would like to hear from a Canadian shipper for next year, and states that in addition to the South Wales demand he would be able to place considerable quantities through connections in London and Liverpool.

WEST OF ENGLAND MARKET FOR STRAWBERRY PULP

Douglas S. Cole, Canadian Trade Commissioner

Bristol, August 26, 1929.—The West of England—and in particular the counties of Gloucester, Somerset, Devon and Worcester—is a heavy producer of high-grade strawberries. The reputation of Cheddar strawberries is known throughout the United Kingdom. This has been a very bad year for the raising of strawberries owing to the long-continued drought, and the result has been that prices have reached the high level of from £50 ($243.33) to £70 ($340.66) per ton of 2,240 pounds for fresh fruit. This compares with other years when strawberries could be obtained from £30 ($146) to £40 ($194.66) per ton.

The season for English strawberries is from June 15 to July 20.

BRITISH COLUMBIA OFFERINGS OF FROZEN STRAWBERRIES

Certain quantities of strawberry pulp have been offered from British Columbia, chiefly of the 2 plus 1 pack (2 fruit and 1 sugar). This class of pack is, however, not popular with jam manufacturers owing to the high sugar content. The majority of the manufacturers in this territory prefer to buy the solid fruit, although certain quantities of Dutch strawberries processed with SO_2 are imported.

This office would like to hear from Canadian firms who could offer any variety of fruit pulp in 1930. Strawberries are in particularly good demand and will always find a ready sale if arrangements are made early enough in the year.

BRITISH INDUSTRIES FAIR (BIRMINGHAM), 1930

Douglas S. Cole, Canadian Trade Commissioner

Bristol, August 16, 1929.—The eleventh British Industries Fair (Birmingham) will be held from February 17 to February 28, 1930, in the greatly enlarged buildings at Castle Bromwich. These buildings have a floor space of 400,000 square feet, and are the largest used for exhibition purposes in the United Kingdom. This year there will be a further extension of 65,000 square feet owing to the excessive demand for space.

This fair is open only to exhibits made by United Kingdom and Empire manufacturers. The catalogue for 1930, like that of previous years, will be printed in three languages as a convenience to the large number of foreign buyers who attend this fair.

SCHEDULE OF EXHIBITS

Group I. Hardware, Ironmongery and Brassfoundry.

(*a*) Military, naval, cabinet, domestic and general brassfoundry. General hardware, safes, locks, hinges, handles, bolts, staples, nails. Sheetmetal work, cash and deed boxes, trunks and metal furniture of all descriptions. Hearth furniture. General hollow-ware, copper and bronze goods (excluding fancy goods). General wire work and wire goods. Domestic washing and labour-saving appliances, knife-cleaning machines, etc. Household woodware, string, cord and twine. Preserving bottles and jars.

(*b*) *Farm and Garden Equipment.*—Dairy utensils, milk separators, churns, cowhouse equipment, poultry equipment, stable fitments and appointments, harness, cart gear. Farm and garden tools and furniture, barrows, ladders, sprayers, lawn mowers and rollers. Wire netting and fencing. Guns and ammunition.

Group II. General Heating and Cooking (mainly by solid fuel).

Stoves, ranges, boilers, grates, fireplaces; mantels and surrounds of all descriptions, tiles, etc. Baths (also in Group IV).

Group III. Gas.

Manufacture and Distribution.—Retorts and carbonizing plant; exhausters; scrubbers, washers and purifiers; holders, governors and station meters; coke screening plant; pyrometers, gaugers, recorders, laboratory equipment; plants and jointing material. Boosters; valves; meters.

Utilization.—Gas engines; industrial furnaces and heating appliances; cocks, governors and fittings; street lamps, lighting, burners and mantles; fires, cookers, water heaters and domestic appliances.

Group IV. Building and Decoration, Public Works and Roads.

(*a*) *Building and Decoration.*—Bricks, tiles, terra-cotta, slates, chimneys, drain pipes, Timber, joinery, mouldings. Castings, rainwater and soil goods. Plumbers' brassfoundry (also in Group I). Cisterns and tanks (also in Group I). Lead goods, wrought iron, art metalwork and steel equipment. Builders' ironmongery (also in Group I). Central heating and ventilation. Sanitary water supply, bathroom fittings (also in Group II). Decorators' materials, paints, distempers, varnishes, wallpapers.

(*b*) *Public Works and Roads.*—Portable compressors, drills, excavators, trench pumps, stone breakers, screens, rollers, concrete mixers, tar boilers and sprayers. Pipes, culverts, manhole and drain covers, kerbs, pavings. Cement, road metal, asphalt, tar, signposts. Sewage and refuse disposal plants. Structural steel, ferro concrete, hoists, derricks, cranes, lifts. Roofs and roofing material.

Group V. Metals (ore and semi-manufactured, excluding precious metals).

All kinds of ferrous and non-ferrous metals and alloys, iron and steel bars, angles, tees and sections, plates, sheets, hoops, castings, forgings, stampings, pressings, wire, rods, tubes and fittings, stainless metals and tool steels.

Group VI. Transport.

(*a*) *Railways.*—Engines, rolling stock and all equipment.

(*b*) *Motors.*—Motors, motor lorries, tractors, cycles and all accessories.

(*c*) *Aircraft.*

Group VII. Mining.

Mining, colliery and quarrying machinery and equipment. Also oilfield equipment.

Group VIII. Engineering.

(*a*) Steel and iron works equipment.

(*b*) Mechanical handling of materials.

(*c*) Power generation (prime-movers). Water turbines, steam boilers, steam, gas and oil engines, and all associate equipment, including industrial filters.

(*d*) Machine tools and accessories for metal, wood, etc.

(*e*) Plant for industrial processes, cement, rubber, textiles, paper, leather, footwear, laundries, foodstuffs, brewing, distilling, etc.

(*f*) Chemical plant of all descriptions.

(*g*) Scientific instruments.

Group IX. Electricity.

Generation and Transmission.—Generators, motors, transformers, rectifiers, condensors, accumulators, switchgear, cables, meters and all accessories.

Use.—Industrial and domestic appliances for heating, cooking, lighting and power and all accessories. Telephone and telegraph apparatus.

Group X. Services.

Export journals, trade journals, transport services, publicity services, trade organizations, industrial welfare associations, packing materials and cardboard boxes for all trades represented in the Birmingham Section of the fair.

CANADIAN PARTICIPATION

Preparations are already being made for this forthcoming Exhibition by Mr. J. O. Turcotte, Canadian Government Exhibition Commissioner, British Columbia House, Regent Street, London, S.W.1. Canadian manufacturers and their agents in Great Britain are already being approached with a view to representation at this important fair. All heavy manufactured products of Canadian origin are exhibited at Birmingham; whilst the more general lines, including foodstuffs, are concentrated in London. The Birmingham section is of primary importance to all Canadian producers of manufactured goods.

CHARGES FOR SPACE

The charges for space for exhibitors in the Canadian section at the Birmingham Fair will be £20 ($97.33) for space 10 feet by 10 feet. This amount includes cost of stand, standard signs and lighting and cleaning during the period of the exhibition. Shelving and other small fittings will have to be done and paid for by the exhibitors.

The sum of £20 referred to above does not include shipping charges for exhibits to and from Canada.

Canadian manufacturers are strongly urged to communicate with the Department of Trade and Commerce, Ottawa, or direct to Mr. J. O. Turcotte, Canadian Exhibition Commissioner, with a view to obtaining full details concerning this important trade exhibition.

GYPSUM SITUATION IN SOUTH AFRICA

J. L. Mutter, Assistant Trade Commissioner

Cape Town, July 24, 1929.—Gypsum deposits are very widely distributed throughout the Union of South Africa, but only three—one in Natal and two in the Cape Province—have been opened up commercially. The greater proportion of the output of these quarries is at present used in the manufacture of cement by three Union manufacturers of this material. In addition, gypsum is also supplied from these sources for land-fertilization purposes, but in what quantities it is impossible to say, as there are no available statistics on the subject. Plaster of paris, hardwall plasters, and one brand of wallboard are the only refined or manufactured forms of gypsum produced in this country, and these only in limited quantities.

In the case of plaster of paris, it is stated that the local product is not of a very high quality—a statement borne out by the upward trend of imports of this commodity into the Union during the past four years. Even the quantities imported, however, are small, as the appended table, giving total quantities, and quantities and values from the principal sources of origin, will show:—

	1928 Quantity Lbs.	1928 Value £	1928 Per cent	1927 Quantity Lbs.	1927 Value £	1927 Per cent
Total	1,734,426	4,538		1,206,987	3,715	
United Kingdom	407,025	2,248	49	389,200	2,152	58
Canada	71,478	320	7	65,220	232	6
Germany	1,206,670	1,823	40	742,723	1,221	32

No statistics as to the small domestic production of hardwall plasters are available. Such plasters are so far used in small quantities, and the same holds true of imported plasters. The following table specifies the origin, quantity and value of hardwall plasters (including, and chiefly comprising that known as Keene's cement) imported into the Union during the period 1927-1928:—

	1928 Quantity Lbs.	1928 Value £	1928 Per cent	1927 Quantity Lbs.	1927 Value £	1927 Per cent
Total	171,362	2,965		206,300	2,395	
United Kingdom	109,556	1,637	55	109,943	1,087	45
Canada	399	19	.64	4,221	149	6
Germany	15,662	126	4	19,131	111	4.6
United States	43,887	1,164	39	72,732	1,020	42

MANUFACTURED FORMS OF GYPSUM

Gypsum Wallboard.—As stated above, such board is manufactured by one South African plant, and is distributed by a Johannesburg firm under the name of Rhino board. In this case the plaster of paris used is German in origin, and the finished product competes with such imported articles as asbestos cement sheets, "Beaverboard," "Ten Test" and "Gyproc".

Gypsum Blocks and Tiles and Insulating and Acoustic Plasters.—These are so far not known in this territory, while the quantities of stucco used for outside purposes are practically negligible.

Possibilities for Canadian Products.—In so far as crude gypsum is concerned, there is no market for the imported article, even though of very pure quality, because of the large quantities available locally. Attempts made to tender for Canadian gypsum for the South African cement industries have been entirely unsuccessful. The fact is that even more of the local deposits would be worked, not merely to supply the South African demand, which is small, but for export, if the prices to be realized were high enough to make it an economically sound proposition. For the same reason there are no openings for Canadian supplies of crude gypsum for use as land plaster. In fact, users

of land fertilizers buy agricultural lime, which is produced in large quantities for this purpose, maintaining that it is superior to gypsum land plaster in that it is more easily assimilated by plants.

As the import statistics for 1927 and 1928 show, Canadian producers have a small share of the business in plaster of paris. Distributors here state that its high price as compared to European plasters prevents it from holding a greater share of the trade. Modellers, and others fabricating plaster products, would prefer to take Canadian plaster, but very good German plaster is delivered in South Africa at £3 to £4 per ton as against £6 a ton asked for the Canadian article.

The situation with reference to gypsum wallboard is complicated by the fact that the railway rate on this commodity continues to be the same as that applied to the thick slabs of gypsum such as are used in building construction for insulation purposes. It is reasonable to suppose that gypsum wallboard should be placed in the same freight classification as asbestos sheets, the material which it most closely resembles, and with which it must compete. This latter rate is approximately 94 per cent lower than the rate applying to the classification in which gypsum wallboard is included. Under these circumstances, it must be evident that, for the present at least, pending a possible readjustment in freight classifications, Canadian wallboard in competing with the domestic article at inland points where a rail haul is involved is placed under a tremendous handicap. At present the sale of wallboard is confined to the coastal area.

As stated above, gypsum blocks and tiles are not known here, and dealers are of the opinion that freight and customs duties would prohibit the possibility of importing them. Gypsum blocks and tiles are not specifically mentioned in the South African Customs, but as "tiles other than asbestos cement" they would be dutiable at 25 per cent ad valorem.

Attempts have been made to sell a Canadian brand of insulating plaster in this market, but as the equable climate of the country makes special insulation unnecessary, the scope for the product has been found so limited that dealers have considered it does not justify any outlay on selling propaganda.

Neither acoustic plasters nor gypsum stucco for outside purposes are known in South Africa. In the case of the former, there may be a possibility that a market could be worked up for this product for high-class buildings—but only a limited market; as far as the latter is concerned, price would be the determining factor if this were to compete with the cement now used for this purpose. From the architectural point of view, stucco would combine well with the exteriors of buildings, in the prevalent Dutch style. The majority of these are whitewashed over stone, brick and cement-coated walls.

TRADE OF TRINIDAD IN 1928

F. L. Casserly, Office of Trade Commissioner

II

Details of Principal Imports

The following paragraphs give details of the principal imports into Trinidad for the year 1928:—

Aerated and Mineral Waters.—Of total imports amounting to 7,851 gallons valued at £1,859, the United Kingdom is credited with 3,699 gallons (£1,128), France with 2,157 gallons (£261), and Canada with 297 gallons (£87). This is essentially a luxury trade, and necessarily small.

Apparel, All Kinds.—Total value £61,970, of which the United Kingdom supplied £36,531, the United States £14,776, and Canada £3,418. Imports under this head increased by £5,559 over last year.

Ammunition and Explosives.—Cartridges for sporting purposes were brought in to the value of £2,065. Imports of gunpowder, blasting powder, and other kinds of explosives amounted to 48,722 pounds valued at £3,187, the United Kingdom and the United States being the principal suppliers. Canada was not represented.

Bags and Sacks (not including Paper Bags).—Total importations 109,995 dozen valued at £74,607—an increase of nearly 50 per cent over the 1927 figures, pointing to an improvement in the export trade. India was the chief source of these gunny sacks.

Beer and Ale.—A total of 215,278 liquid gallons valued at £49,986 was brought in, chiefly from the United Kingdom, Holland, and Germany in that order of importance. Here again there was a considerable increase over 1927, when imports were 164,493 liquid gallons valued at £41,374.

Biscuits, Bread, and Cake.—Unsweetened biscuits in barrels were imported to the total quantity of 12,493 pounds valued at £278, almost entirely from Canada. Imports of the same variety in tins were 173,181 pounds (£9,265), Canada supplying 116,914 pounds (£5,706) and the United Kingdom and the United States the remainder. Sweetened biscuits came almost entirely from the United Kingdom; imports of this kind were 210,040 pounds (£9,265).

Blacking and Polish.—This is quite a considerable trade; total imports in 1928 were 108,733 pounds valued at £6,694—over 75 per cent from England and nearly all the remainder from the United States. English and American polishes have the advantage of long-standing custom.

Books, Printed.—Total imports £18,218—almost 90 per cent from England and nearly all the remainder from the United States.

Boots and Shoes.—The United Kingdom supplied about 50 per cent of total imports, which amounted to 37,109 dozen pairs valued at £109,736; Canada's share was about 40 per cent (largely canvas shoes with rubber soles). The small residue of the trade was divided between the United States, Japan, and a few other countries. English supplies were almost entirely of leather.

Bricks and Tiles.—Not being in the earthquake zone, Trinidad uses fair quantities of bricks for building purposes. Tiles are also much used on ground floors. Total imports under this head were 668,997 in number valued at £7,380, the United Kingdom and the United States being the chief suppliers.

Brooms and Brushes.—Total imports 7,538 dozen valued at £4,563—United Kingdom 3,115 dozen (£1,998) and Canada 3,113 dozen (£2,161).

Buckets, Pails, and Tubs.—Trinidad imported a total of 53,171 of these articles valued at £3,218, almost entirely from the United Kingdom, whose galvanized bucket is hard to beat anywhere in the world.

Butter and Its Substitutes.—Total imports of butter were 822,783 pounds valued at £53,152—a decrease of over 30 per cent below 1927, caused by the more extended use of edible oil for cooking. France was the chief supplier with 534,550 pounds worth £28,907 to her credit. Canada took second place with 150,853 pounds (£14,627); United Kingdom, 80,040 pounds (£5,561); Holland, 42,262 pounds (£2,598); and Denmark, the United States, and some other countries the small remainder.

Oleomargarine was brought in to the total quantity of 33,397 pounds valued at £1,400 (chiefly from Holland and the United Kingdom); imports of ghee (from India) were 143,490 pounds worth £6,959.

Carriages, Carts, and Wagons.—Railway rolling stock was imported almost entirely from the United Kingdom, to the total value of £3,076. A total of 2,831 ordinary bicycles was brought in, worth £12,995; bicycle parts accounted for £4,440. Total imports of motor bicycles were 208 valued at £9,435; motor bicycle parts appear as £724. In all these items the United Kingdom had practically all the business.

Total imports of motor cars not exceeding 3,000 pounds in weight were 557 valued at £84,594—more than double the figures for 1927. England supplied 74 of these cars (£14,037); Canada, 318 (£43,779); and the United States, 163 (£26,383). England's share of the trade was nearly double what it was in 1927; Canada's share was considerably more than double; that of the United States was more than triple. Of cars exceeding 3,000 pounds in weight, a total of 36 was imported: United Kingdom, 7 (£4,960); Canada, 16 (£4,405); United States, 13 (£3,870). Importations of motor car parts totalled £43,331 in value: United Kingdom, £5,409; Canada, £12,214; United States, £22,489; Panama, £3,167 (really of American origin).

A total of 52 motor lorries and vans was imported valued at £9,896: United Kingdom, 14 (£2,303); United States, 37 (£7,411); Canada, 1 (£182). Parts of motor lorries accounted for £4,439, of which Canada is credited with £2,893 and the United States with £1,371.

Tires for motor cars and motor trucks totalled £34,566 in value, of which the United Kingdom is credited with £8,296, Canada with £19,316, and the United States with £5,905.

Other kinds of carriages and parts and their accessories are shown at a total of £2,985, which was divided between the United Kingdom and the United States.

Cattle and Other Animal Food.—Total imports of bran and pollard were 1,046,898 pounds valued at £5,138. Of this the Argentine Republic supplied 687,942 pounds (£3,354); Uruguay, 305,053 pounds (£1,634); and Canada, the United States, and British Guiana the small remainder.

Imports of oilmeal totalled 4,714,625 pounds valued at £29,265—an increase of 347,976 pounds in weight and £5,195 in value over 1927. Canada supplied 3,019,750 pounds (£18,879) and the United States 1,694,875 pounds (£10,386). In 1927 Canada shipped 3,922,055 pounds and the United States only 444,450 pounds; the shifting of the trade to the United States (which will be more marked in 1929) is due to lower prices quoted by American mills.

Other kinds of cattle food were imported to the total quantity of 905,570 pounds valued at £4,488; the United States and the British West Indies had most of this business.

Cement.—Total imports were 94,791½ barrels (of 400 pounds weight) valued at £55,462—an increase of roughly one-third over the 1927 trade. The United Kingdom held the bulk of the business, supplying 70,960 barrels valued at £42,687. Canada came next with 9,005½ barrels (£5,363). The remainder of the trade was divided between Belgium, Denmark, Germany, and Holland.

Cheese.—Total imports were 337,439 pounds valued at £19,034—an increase of about 15 per cent over the imports of 1927. Canada supplied 263,967 pounds (£14,238); Holland, 27,676 pounds (£1,740); and the United States, 16,794 pounds (£1,054). The insignificant residue was divided between Switzerland, Denmark, Venezuela, and a few other countries.

Chemicals.—Of calcium carbide total imports were 222,669 pounds valued at £2,268. Canada supplying about 60 per cent. The remainder was divided between the United Kingdom, France, Holland, Germany, Sweden, and the United States.

Insecticides accounted for £2,250, the United States being the chief supplier. Imports of other kinds of chemicals totalled £25,901: United Kingdom, £15,123; United States, £7,404; and Holland, £1,804.

Chinaware, Porcelain, Earthenware, and Pottery.—Total imports, £10,789: United Kingdom, £4,090; Germany, £5,675.

Clocks.—Of total imports numbering 5,486 valued at £1,479, Germany supplied 3,764 (£760). Canada took second place with 736 (£325). The United Kingdom, United States, Switzerland, and Italy supplied most of the remainder.

Coal, Coke, and Patent Fuel.—A total of 78,234 tons of coal was imported valued at £102,188, entirely from the United Kingdom and the United States. Patent fuel came from the United Kingdom to the extent of 2,300 tons worth £4,394. Importations of coke were insignificant; this article is used by the small local foundries. The Government railway, the shipping companies, and a few sugar factories were the principal customers for coal. Patent fuel—a composition of coal screenings and pitch oil made up into blocks—is used by some industrial establishments, and also by a few sugar estates.

Confectionery.—Total imports 288,072 pounds valued at £16,234: United Kingdom, 205,620 pounds (£11,452); United States, 49,871 pounds (£2,088); Canada, 12,141 pounds (£1,361); Holland, 12,480 pounds (£616). Smaller quantities also came from Belgium, France, and some other countries. The hot, damp climate of Trinidad demands special attention to packing. English and American boxed chocolates are large sellers; bars are also fairly popular.

Cordage and Twine.—Of rope, a total of 495,859 pounds was brought in, valued at £12,840, the United Kingdom supplying 383,682 pounds (£9,500); Canada, 84,133 pounds (£2,073); and the United States, 21,575 pounds (£1,057). Twine was imported in the total quantity of 101,055 pounds worth £6,658, of which the United Kingdom's share was 67,267 pounds (£4,590); Canada's, 20,612 pounds (£1,304); and that of the United States, 10,594 pounds (£666).

Cotton Piece Goods.—Total imports 10,964,731 yards valued at £282,176. The United Kingdom, as usual, was the principal supplier with 7,836,746 yards to her credit valued at £206,574. The United States supplied 2,886,764 yards (£67,016) and British Guiana 183,514 yards (£5,194)—this being really a re-export from the British Guiana viewpoint. Much smaller quantities were imported from Germany, Japan, Belgium, Canada, and a few other countries.

Imports of gloves and ribbons were insignificant; but a total of £24,465 of cotton hosiery was brought in, the United States being credited with £19,560; the United Kingdom, £2,364; and Canada, £1,266.

Other kinds of cotton manufactures, of which total imports were £71,160—an increase of about £4,000 over 1927—came from the United Kingdom (£48,417), British West Indies (£11,145), Germany (£3,777), United States (£3,314), and Canada (£1,420).

Cutlery was imported to the total value of £5,893, mainly from the United Kingdom and Germany in about equal proportions.

Eggs to the total value of £100 were imported, mainly from Canada. It is of interest to note that an attempt is now being made to increase the sale of Canadian eggs in Trinidad, and that the prospects of success seem fairly good. A demand for eggs for local manufacturing purposes is being developed, and samples of Canadian eggs which have been tried out are stated to have proved eminently satisfactory. Points in their favour are their larger size, more uniform price, and greater regularity of supply, as compared with the local article.

Electrical Apparatus.—Total imports £39,293, of which the United Kingdom supplied £16,543, the United States £19,952, Germany £1,555, and Canada £521. This business increased by £6,434 over 1927; but Canada's share in that year was £1,946. Most of these goods consisted of supplies for the telegraph, telephone, electric lighting, and tramway services; importations of domestic electric appliances (chiefly irons) were comparatively small owing to the high cost of current and the low cost of domestic help. Recent American quotations on irons were very low.

Films, Cinematograph.—Blank stock was imported from the United States to the extent of 2,500 feet, entered at £20. Of finished films, a total of 1,282,591 feet came in valued at £8,110, the United States supplying 844,396 feet (£5,537) and Dutch Guiana 264,800 feet (£1,354)—these were really American films. There were also small imports from the United Kingdom, Canada, Panama, Venezuela, and Hongkong.

Fish.—Canned or preserved fish in jars or bottles was imported to the extent of 711,734 pounds valued at £27,426—an increase, as compared with 1927, of 47,999 pounds (£6,632). Canada was the principal supplier with 548,949 pounds (£19,099) to her credit. The United States supplied 106,143 pounds (£4,738); Denmark, France, Norway, Japan, China, Portugal, and some other countries supplied smaller quantities—less than £1,000 in value in each case.

Of fresh fish, a total of 42,040 pounds was brought in valued at £1,412. Sources of supply were the United Kingdom, Newfoundland, the United States, British Guiana, British West Indies, and Venezuela. Shipments from the three last-named countries consisted largely of turtle. In view of the excellent cold storage accommodation available in the new Canadian National steamers plying between Canada and the British West Indies, it should not be impossible to develop a demand for Canadian fresh fish, which is really far more appetizing than the produce of tropical waters. This latter is consumed in very large quantities, but methods of distribution and preservation are not up to date.

Dried, salted, smoked, or pickled salmon accounted for a total of 186,100 pounds valued at £2,913, of which Canada supplied 146,700 pounds worth £2,274, and the United Kingdom, Newfoundland, and the British West Indies the remainder, in equal quantities between them.

Other kinds of fish—mainly dried salted cod—were imported to the total value of 6,561,224 pounds valued at £111,599. Canada was the largest supplier with 4,193,883 pounds (£88,758) to her credit. Newfoundland shipped 841,513 pounds (£14,759), the United Kingdom 409,405 pounds (£5,952), the British West Indies 106,631 pounds (£1,476), and the United States and a few other countries the insignificant remainder. As compared with 1927, the imports under this head increased by 73,106 pounds (£20,936).

Fruit.—Imports of apples were insignificant, totalling only 965½ barrels (of 160 pounds) valued at £1,996, the United States supplying about 75 per cent and Canada most of the remainder. Most of the apples imported were of very inferior grade; but there does not appear to be any good reason why a serious endeavour on the part of Canadian apple shippers to persuade dealers and the general public in Trinidad of the superior qualities of the Canadian fruit should not be successful.

Other kinds of fruit were brought in to the total value of £3,058—chiefly from the United Kingdom, British West Indies, Holland, Spain, and the United States.

The trade in dried fruit—including currants, figs, prunes, and raisins (but not candied or crystallized or in liquid form)—is fairly large. Total imports in 1928 amounted to 256,714 pounds valued at £8,114, the United Kingdom and United States being the principal suppliers. Smaller quantities came from France, Spain, and the Levant.

A total of 34,341 pounds of edible nuts (not including peanuts) valued at £1,363 was imported, mainly from the United Kingdom, United States, Germany and Holland. Peanuts accounted for the surprising total of 458,487 pounds (£6,236), chiefly from the British West Indies and Holland.

Glassware.—Ordinary glass bottles were imported to the total value of £10,003, chiefly from the United Kingdom and Holland.

Lamp chimneys and table glassware not of cutglass accounted for a total of £6,827, mainly from Holland; and other kinds of glassware for £7,210, the United Kingdom and Germany being the principal suppliers. Canada was represented by £54.

Grain.—The chief item of interest to Canada under this head is oats, of which total imports were 5,898,848 pounds valued at £31,477; over 99 per cent came from Canada. Trinidad, however, imports large quantities of other kinds of grain, mainly corn (total 1,544,292 pounds valued at £8,756, chiefly from the Argentine Republic) and rice (total

30,189,588 pounds valued at £215,197, mostly from British Guiana, but considerable quantities from India). Trinidad has an East Indian population of about 100,000, most of whom are very partial to rice. Other kinds of grain (not enumerated) accounted for 148,104 pounds worth £1,264—chiefly from the United Kingdom and the Argentine Republic.

Flour, Wheaten.—Total imports, 310,599 bags of 196 pounds valued at £440,237—an increase of 24,811 bags and £14,039 in value over 1927. Except for 901 bags from the United States and 425 bags from the Argentine Republic, these imports came entirely from Canada. The preference of 2s. per bag to Canadian flour, and the good quality of the latter, effectively prevent foreign competition. Of late, however, English millers have been shipping to Trinidad flour made in England from a mixture of Argentine and Australian wheat. Though it has not yet assumed serious proportions, this competition should not be neglected by Canadian millers. In the first six months of 1929 England shipped to Trinidad a total of 3,687 bags valued at £4,876.

Cornmeal was imported in the total quantity of 5,286 bags, valued at £6,509, entirely from the United States.

Other kinds of grain (unenumerated) are credited with a total of 13,475 pounds (£452), mainly from the United Kingdom.

Peas.—Whole and split peas were imported to the total of 2,954,650 pounds (£25,414). the United Kingdom supplying about 90 per cent. Fairly considerable quantities also came from Holland, the United States, Venezuela, France, and the British East Indies. Canada's share was insignificant.

Dholl.—Total imports, 1,780,140 pounds (£14,812), almost entirely from the British East Indies.

Other Kinds of Grain (unenumerated).—Total imports 470,497 pounds (£10,169), of which the United States supplied 207,126 pounds (£5,044), the United Kingdom 156,736 pounds (£3,279), and Canada 61,298 pounds (£1,254).

Grease, All Kinds.—Total imports 243,631 pounds valued at £2,893, mainly from the United States.

Haberdashery and millinery were imported to the total value of £8,033, almost entirely from the United Kingdom.

TRADE OF JAMAICA IN 1928

F. W. Fraser, Canadian Trade Commissioner

III

Notes on Imported Commodities—*Continued*

GRAIN (*i.e.* OATS)

Kingston, August 26, 1929.—Increased imports of oats are noted in 1928 over 1927: 2,044,006 pounds valued at £11,591, as compared with 1,857,341 pounds valued at £8,990 in 1927. Canada supplied practically all of this. As in the case of other feeding stuffs, importation of oats varies according to local agricultural conditions. Import duties are 1s. 6d. per 100 pounds under the preferential tariff and 2s. under the general tariff.

FLOUR OF WHEAT AND RYE

This is the most important single item of export from Canada to Jamaica, representing as it does more than 50 per cent of the total export trade to this island. Total imports for 1928 amounted to 408,533 bags of 196 pounds valued at £541,481. Details of flour imports for the past four years are given below, from which it is evident that Canadian flour is rapidly displacing American on this market.

	1925	1926	1927	1928
From Canada				
Bags of 196 lbs.	136,464	166,990	221,555	343,739
	£263,479	£344,499	£351,388	£455,630
From United States				
Bags of 196 lbs.	148,029	122,702	110,733	64,775
	£286,745	£253,711	£175,626	£ 85,826

Flour and meal are dutiable at the rate of 7s. per bag of 196 pounds under the preferential tariff and 9s. under the general tariff.

PEAS AND BEANS

Importation of peas and beans (whole) amounted to £3,420, supplied almost exclusively by the United States. Beans and peas (split) to the value of £3,564 were also imported, of which £2,281 are credited to Canada, the balance coming from India. Inquiries have recently been received at the office of the Canadian Trade Commissioner in Kingston from two well-known import firms for a Canadian source of supply. Interested firms may be placed in touch with these importers by communicating with the Trade Commissioner. Import duties on beans and peas, whole (per 60 pounds), and split peas (per 70 pounds) are 9d. under the preferential and 1s. under the general tariff.

HABERDASHERY AND MILLINERY

The United Kingdom supplies about 45 per cent of Jamaica's requirements of haberdashery and millinery, selling goods under this heading to the value of £14,506 out of a total importation of £33,282 in 1928. The balance was sent by Germany (£5,238), Switzerland (£4,584), the United States (£2,761), France (£2,147), Japan (£1,553), and Italy (£1,105). Canada only figures in this trade to the extent of £101. Import duties are 15 per cent ad valorem under the preferential and 20 per cent ad valorem under the general tariff.

HARDWARE AND IRONMONGERY

Goods in this category include cash registers, casket hardware, house, office cabinet or store furniture of iron or other metal. A decline in importation from all sources is reported in 1928. Importation from principal sources were as follows, 1927 figures being placed within brackets: United States, £9,954 (£12,638); United Kingdom, £7,264 (£9,556); Canada, £930 (£1,522); Germany, £229 (£552)—a total of £18,485 (£22,429). Such goods are dutiable at 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

HARDWARE AND IRONMONGERY (UNSPECIFIED)

This represents a fairly substantial trade, amounting in 1928 to £108,248. The United Kingdom has the lion's share, supplying goods in this category to the value of £52,672 during the year under review. The United States and Germany are the only serious competitors, supplying to the value of £33,031 and £17,264 respectively. During the previous year the total importations amounted to £74,567, divided as follows: United Kingdom, £33,450; United States, £20,549; and Germany, £17,978. Canada's share was £1,532 in 1927 and £2,567 in 1928. Import duties are 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

HATS AND BONNETS

The popularity of felt hats is increasing in this country, as is shown by the import statistics, the importation in 1928 amounting to £11,913, being almost double the amount bought in 1925 and 40 per cent greater than in 1927. The United Kingdom had always been the principal supplier until last year, when Italy stepped into first place with shipments valued at £5,512 against £5,357 from the United Kingdom. The Italian trade is largely in a light-weight hat for women, which is well suited to this climate.

Importation of straw hats is still greater than any other kind, but there has been a noticeable decline during the past few years, dropping from £21,411 in 1925 to £17,274 in 1928. The United Kingdom supplied almost 90 per cent of the total.

Hats of "other materials" were imported to the extent of £9,075. This trade is also showing an increase each year at the expense of straw hats. The

United Kingdom is the principal supplier. Hats and bonnets are dutiable at the rate of 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

IMPLEMENTS AND TOOLS

Agricultural tools were imported to the value of £36,271, a decline of £6,997 from the previous year. The United Kingdom continues to be the principal supplier, with £23,110 to her credit. The United States shipped goods in this category to the value of £11,011, and Canada came a poor third with £1,779. Artisans' tools were brought in to the extent of £21,496 in value. The United States was the biggest supplier with £14,071, the United Kingdom next with £4,796, Germany £1,096, and Canada £1,046. Agricultural and artisans' tools are entered free of duty, provided that they are the manufacture of a part of the British Empire, with which preferential tariff is in force; otherwise they pay 5 per cent ad valorem.

INDIA-RUBBER AND GUTTA-PERCHA MANUFACTURES

Total imports amounted to £8,967. Of this amount the United States supplied £3,459, Canada £2,828, the United Kingdom £1,986, and Germany £619. Imports in 1927 were slightly less (£8,342). Canada was the largest supplier in that year with £3,597 value to her credit, and the United States next with £3,251. Goods in this category include rubber hose, surgeons' gloves, rubber sheeting, rubber heels and soles, but exclude tires and tubes and shoes of rubber, which are classified separately. Goods in this category are dutiable at the rate of 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

JAMS, JELLIES, AND PRESERVED FRUITS

A falling off is noted in imports under this heading in 1928 as compared with 1927. In 1927, 351,260 pounds valued at £11,549 came in, as against 306,341 pounds valued at £8,946 in 1928. Supplies were drawn almost exclusively from the United Kingdom and the United States. It is noteworthy that, while shipments from the United Kingdom showed a slight increase in 1928 over the previous year, when they amounted to £5,206, shipments from the United States declined considerably: £3,277 value in 1928 as against £5,828 in 1927. Goods under this heading are dutiable at the rate of 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

LARD AND ITS SUBSTITUTES

Imports of lard and its substitutes increased from 616,926 pounds valued at £16,221 in 1927 to 746,782 pounds valued at £19,073 in 1928. While shipments from the United Kingdom increased from £4,555 to £11,671, and shipments from the United States from £3,606 to £4,509, Canada's share dropped from £7,782 to £2,174. This situation is due to lower prices quoted by English packers. Lard and lard substitutes are dutiable at the rate of 6s. 3d. per 100 pounds under the preferential and 12s. 6d. under the general tariff.

MACHINERY

Agricultural machinery of all kinds, made up chiefly of drainage and irrigation and sugar machinery, was imported in 1928 to the value of £66,384 against £64,130 during the previous year. As usual the bulk of this business—about 70 per cent—went to the United Kingdom, the balance being supplied by the United States. Electric light and power machinery to the value of £25,206 was imported, principally from the United States. Of marine machinery the United States is credited with £1,211, as well as with £6,977 of printing machinery, the total of which was £9,067. Railway and tramway machinery imports totalled £32,126, of which £25,639 went to the United States and the balance to the United Kingdom. Roadmaking machinery (£9,334) was supplied almost wholly

by the United Kingdom, Canada's shipments amounting to £284. The principal supplier of locomotives and parts was the United States: £5,059 out of a total of £8,175. Canada is credited with £1,734. The Dominion was the principal supplier of sewing machines: £11,055 out of a total of £17,795. The United States, Germany, and the United Kingdom each had a share of the balance. Machinery, including parts thereof, to be used in connection with the production of agricultural produce is admitted free of duty if such machinery is of British Empire origin. Otherwise it is dutiable at the rate of 5 per cent ad valorem. Sewing machines are treated in a similar manner.

CANADIAN NATIONAL STEAMSHIPS TO CALL AT TOBAGO

By F. L. Casserly, Office of the Trade Commissioner

Port of Spain, August 28, 1929.—The Island of Tobago, which lies due northeast about twenty-six miles distant from the extreme northeasterly point of Trinidad (of which politically it has been a ward since January 1, 1899), is about to have a renewal of direct steamship communication with the outside world, which ceased some years ago. This new service will be performed by vessels of the Canadian National Steamships.

PAST STEAMSHIP FACILITIES

As far back as 1869, vessels of the Royal Mail Steam Packet Company called at Plymouth, a port on the northwest coast of Tobago, to land and take cargo, passengers, and mails. These vessels connected at St. Thomas with the company's transatlantic steamers sailing to England, and regular calls were made at Tobago until 1905—latterly at Scarborough, which displaced Plymouth as the port of call. From 1886 to 1890, Messrs. Scrutton, Sons & Co. of London sent their ships to Tobago to load sugar and other cargo. No subsidy was paid for this service by the Colonial Government. From 1889 to 1896, steamers operated by Messrs. Turnbull, Stewart & Co. provided a fortnightly service between Tobago, Trinidad and New York, for which the Colonial Government paid a subsidy of £5,000 per annum. Between 1896 and 1901 there was a coastal service between Trinidad and Tobago, maintained by a local firm, the Government paying £4,200 per annum as subsidy. From 1899 to 1904 Messrs. Pickford & Black of Halifax operated a monthly service between Tobago and Canada under their contract with the Imperial Government for a mail and passenger service between Canada and the West Indies. A subsidy of £27,000 per annum was paid in equal proportions by the Imperial and the Colonial Governments. Public records also indicate that some time in the "eighties" steamers owned by another New York firm were regular callers at Tobago, loading sugar, rum, and molasses. In 1901 the Trinidad Government contracted with the Royal Mail Steam Packet Company for a weekly steamship service around the coasts of Tobago and Trinidad. Two steamers were engaged, and a subsidy of £7,000 per annum was paid by the Government. This contract was renewed on four occasions, the subsidy being eventually increased to £8,500, and finally expired in 1916. Subsequently, owing to the exigencies of the war, the company could spare only one steamer for the service. This vessel continued to ply between Trinidad and Tobago at a subsidy of from £3,250 to £5,000 per annum till 1923, when she was purchased by the Trinidad Government, who have operated her ever since. She calls at Scarborough (Tobago) and also at certain shipping bays on the north, south and east coast of Trinidad, with which communication by road has either not yet been established, or is unsuitable for ready transport. This service is weekly; it will be continued and probably improved by the Trinidad Government.

PARTICULARS OF NEW SERVICE

Article IX of "The West Indies Trade Agreement Act, 1926," stipulates *inter alia* for—

> a fortnightly freight, passenger, and mail service from Canadian ocean ports all the year round, calling each way at Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Tobago, Trinidad, and Demerara.

with the proviso that,

> if it is found impossible to call at Tobago the contribution of Trinidad [£9,000 per annum] shall be decreased by £1,500.

Hitherto, Tobago has not been included in the itinerary of the new steamship service, but in consequence of a strong movement there for direct steamship communication with the outside world, leading to the appointment of an official Committee of Enquiry, whose report was published a few months ago; and also following negotiations between the Canadian National Steamships Ltd. and the Trinidad Government in regard to erecting certain navigation lights at the entrance to the port of Scarborough (Tobago), Canadian National Steamships will now call regularly at that island, on both the north-bound and the southbound routes. The Canadian National steamship *Cornwallis,* now southbound and due at Tobago on August 31, will inaugurate the service, which will be fortnightly pending completion of repairs to the Trinidad Government's coastal steamer, and thereafter monthly. For this, the Trinidad Government will pay an annual subsidy of £1,200. The vessels are essentially freighters, it having been found impracticable to send the "Lady" ships (passenger-carriers with cold storage) to Tobago; thus the present arrangement is a compromise.

TOBAGO'S ECONOMIC CONDITIONS

The area of Tobago is about 73,213 acres, of which approximately 30,110 acres are under permanent cultivation, and 11,530 acres under transient crops, the remainder being pastures and forest reserves. The present estimated population is 24,904, and the principal products are cocoa, cocoanuts and copra. Exports of the first-named in 1928 were 4,573,960 pounds valued at £114,346; of the second 240,600 in number (£722); and of the third 3,198,610 pounds (£26,665). Other products, chiefly vegetables and live stock (unenumerated), accounted for £27,002, bringing the total value of Tobago's exports in 1928 to £168,725—a decrease of £39,015 as compared with 1927, due to a heavy fall in the value of cocoa. No statistics of Tobago's imports are available; these are included in the imports of Trinidad, concerning which a detailed report is published in this issue of the *Commercial Intelligence Journal.* There are no import duties between the two islands, which together are one fiscal unit, except of course on goods transhipped in bond at Port of Spain.

PROBABLE EFFECTS

The new service will make possible a direct exchange of goods between Canada and Tobago—i.e., without transhipment at Trinidad.

The chief benefit to Tobago, for the present at all events, will be the opportunity to sell to Trinidad, Barbados, and neighbouring islands, its corn, peas, and other vegetables, and also its excellent horses, cows, sheep, pigs and poultry, all of which are extensively produced. There is already quite a considerable inter-island trade in such commodities, the principal buyers being of course the larger colonies of Trinidad and Barbados. Hitherto, Tobago's access to these markets has been restricted by the limitation to Trinidad of steamship service; but this handicap will shortly disappear. The peasantry of Tobago

will consequently benefit, and in the opinion of the Committee (which advocated the new Canadian service), the latter should promote the investment of capital in Tobago's agricultural industries, including minor as well as major crops.

The committee also recommended to the Government that its coastal service between Trinidad and Tobago should be made more dependable and frequent, to meet the economic needs of both islands, with particular regard to the movement of tropical produce—the whole of Tobago and certain areas of Trinidad being deficient in coast-wise roads.

INDIA'S FOREIGN TRADE IN JUNE

Richard Grew, Canadian Trade Commissioner

(Note.—Figures based on par value of exchange: 1 rupee equals 36 cents Canadian currency.)

Calcutta, August 8, 1929.—The trade returns of British India for June, 1929, show, as compared with the preceding month, decreases in the values of imports and re-exports with an increase in exports. The imports of private merchandise (expressed in Canadian terms) totalled $59,472,000, a decrease of $16,956,000 as compared with May. The value of exports of Indian produce and manufactures rose by $1,368,000 from $92,629,000 in May, 1929, to $93,996,000 in the month under report, while re-exports fell by $180,000 to $2,160,000.

Treasure on private account, including currency notes, showed a net import of $7,740,000 in June, as against $10,044,000 in May and $7,056,000 in June, 1928. The import and export figures of gold and silver during the three months, April to June, 1929, compare as follows with the corresponding period of the preceding year:—

	Three months, April to June, 1928	1929	Dec., 1929, against 1928
Gold imported	$23,184,000	$16,236,000	— $6,948,000
Gold exported	36,000	.....	— 36,000
Silver imported	14,832,000	11,844,000	— 3,088,000
Silver exported	5,248,000	756,000	— 4,392,000

Measured by the statistics of merchandise and treasure, the total visible balance of trade in June, 1929, was $29,748,000 in favour of India as compared with $28,512,000 in June, 1928, and $8,964,000 in May, 1929.

During the three months ended June, 1929, the visible balance of trade in merchandise and treasure was $42,120,000 in favour of India as compared with $51,264,000 in the corresponding period of 1928. The balance of remittances of funds in June, 1929, was minus $468,000, and in the three months ended June, 1929, minus $2,196,000.

CHANGES IN IMPORTS

As compared with June, 1928, the imports of food, drink and tobacco fell by $1,440,000 to $7,632,000; raw materials by $1,620,000 to $6,732,000; and manufactured articles by $5,076,000 to $43,884,000. Under food, drink and tobacco, imports of sugar (excluding beet) decreased in quantity by 13,000 tons to 23,000 tons. There were, however, larger arrivals of beet sugar amounting to 7,000 tons valued at $432,000 as against 25 tons valued at $1,800 in the corresponding month of last year. The imports of wheat, from Australia and the Argentine, amounted to 26,000 tons valued at $1,296,000 as against 2,000 tons valued at $180,000 in the corresponding month of last year.

Rice not in the husk, imported almost entirely into the Madras Presidency, fell to 1,500 tons valued at $72,000 from 10,800 tons valued at $522,000 in June, 1928. Imports of vegetable products amounted to 19,000 tons valued at $252,000 as against 56,000 tons valued at $828,000 a year ago. Under raw

materials, the imports of raw cotton showed a decrease of 4,500 tons in quantity and of $1,998,000 in value. Kerosene oil showed an increase of 5,000,000 gallons in quantity and of $1,026,000 in value.

Under manufactured articles the imports of cotton yarn and manufactures declined by $1,080,000. The imports of twist and yarn increased by 200,000 pounds in quantity and by $72,000 in value, while piece goods decreased by 6,000,000 yards in quantity and in value by $1,152,000. Grey goods rose by 12,000,000 yards in quantity and by $954,000 in value, while white and coloured goods fell by 12,000,000 and 6,000,000 yards in quantity and in value by $972,000 and $1,116,000 respectively.

There were also noticeable decreases under metals other than iron and steel (— $828,000), carriages and parts for railways (— $720,000), aniline dyes (— $432,000), and hardware and machinery (— $396,000).

VARIATION IN EXPORTS

Exports of food, drink, and tobacco in June, 1929, compared with June, 1928, decreased by $4,932,000 to $18,757,000, due mainly to reduced exports of barley, wheat, and coffee. The quantity of barley exported decreased from 50,000 tons to 5,000 tons, the value falling from $2,160,000 to $216,000. The exports of wheat fell from 63,000 tons to 300 tons and the value from $3,276,000 to $27,720, while the exports of rice recorded an advance of 28,000 tons in quantity and of $936,000 in value.

The exports of tea showed an increase of 2,000,000 pounds in quantity and of $144,000 in value There was, however, a decline in the exports of coffee from 28,000 cwts. valued at $828,000 to 13,000 cwts. valued at $378,000. Raw materials and produce exported decreased by $828,000 to $50,436,000. Under this group raw cotton recorded a noticeable increase from 54,000 tons (valued at $20,988,000) to 68,000 tons (valued at $23,868,000), of which Japan took 35,000 tons or 51 per cent, China 8,000 tons, Belgium 6,000 tons, Germany 4,500 tons, France and Italy 4,000 each, and the United Kingdom 3,400 tons, the remainder being shipped mainly to Spain and the United States.

Raw jute fell from 50,000 tons to 40,000 tons in quantity, the corresponding decrease in value being from $6,588,000 to $5,112,000. The exports of oilseeds also showed a net decline of $2,700,000. Under rapeseed there was a decline of $360,000, under ground nuts of $2,052,000, and under cottonseed of $540,000. Exports of raw hides and skins fell by $300,000, while those of raw wool increased by $774,000. Shipments of lac decreased by $432,000. Manufactured goods decreased by $144,000 to $5,004,000. The number of jute bags shipped advanced from 25,000,000 in June, 1928, to 29,000,000 in June, 1929, the value rising from $5,004,000 to $5,328,000. The yardage of gunny cloth exported increased from 121,000,000 to 132,000,000, while the value rose slightly from $8,820,000 to $8,892,000. Tanned or dressed hides decreased by 700 tons in quantity and by $792,000 in value. Exports of pig iron amounted to 53,000 tons valued at $900,000, as compared with 27,000 tons valued at $432,000 a year ago.

DIRECTION OF TRADE

The share of the United Kingdom in imports fell from 45 per cent in June, 1928, to 43 per cent in June, 1929, and in exports from 21 per cent to 20 per cent. The shares of Germany, Japan, and the United States in June, 1929, were respectively 7, 8, and 9 per cent under imports, and 8, 14, and 12 per cent under exports.

The tonnage of vessels entered into British India and cleared outwards with cargoes from and to foreign countries and British possessions during June, 1929, amounted respectively to 579,000 and 694,000 as against 646,000 and 709,000 in May, 1929, and 649,000 and 632,000 a year ago. During the three months ended June, 1929, the tonnage of vessels entered and cleared with cargoes amounted respectively to 1,973,000 and 2,219,000 as compared with 2,089,000 and 2,126,000 in the corresponding period of the preceding year.

ITALIAN PAPER INDUSTRY

A. B. Muddiman, Canadian Trade Commissioner

I

Milan, August 15, 1929.—The following notes on the Italian paper market may prove of interest to Canadian manufacturers of paper. These have been compiled from a number of interviews with domestic manufacturers, sellers and importers.

It should be noted that Italy was one of the earliest countries in Europe to manufacture paper. In his work on the paper industry in the Orient, M. Blanchet points out that those who brought the Chinese invention for the manufacture of paper to the Western world were the Arabs. After the fall of Samarcand in 751, many Chinese were taken prisoners who knew the art of papermaking, and they taught the Arabs. The manufacture of paper in the modern sense of the word was brought by the Arabs to Egypt and spread through Northern Africa amongst the Arabs to the Kingdom of Fez. In 1213 there were 400 paper mills at Fez. From Morocco the manufacture of paper was introduced to the south of Spain and thence to Sicily. The exact date of its introduction into Italy proper is not known, but documents dating from about 1154, written by a notary in Genoa called Giovanni Scriba, show that paper was already known. Quite recently the Istuto Nazionale per l'Esportazione issued a report on the Italian paper industry, which stated that manufacture began at Fabriano in the thirteenth century and spread thence to other Italian towns. Paper, of course, in those early times, was made from rags.

ITALIAN PAPER MILLS

In the early years there were no regular statistics of the Italian paper production. In fact, it was not until 1910 that the Italian manufacturers instituted a regular statistical service. From time to time an "Annuario delle Cartiere Italiane" is published, but the last number of this was printed in 1925. In it can be found a full list of the various paper manufacturers in the Kingdom. There is also a research station for the paper industry in Milan called the Royal Experimental Station.

In 1925 there was said to be about 370 firms with some 400 factories working on the production of paper. To-day there exists a group of 17 paper manufacturers with 27 factories and about 100 modern machines. This group has from 13,000 to 14,000 employees in various capacities. There are also another thirty establishments owning 70 machines and employing from 3,500 to 6,500 people. The total number of firms engaged in the paper industry in 1927 was 381. The number of employees at that time was about 26,200, of which 18,100 were men and 8,100 women and children.

According to the most recent estimates, the consumption of paper of all kinds in Italy is about 10 kilos per head per year. When it is remembered that it has been calculated that in Great Britain it is 37 kilos per head, it can be seen that Italy is a country that uses but small quantities of paper for writing and reading as compared with other Western European nations. The figures per head for France are just double those for Italy.

IMPORTATIONS

The following are the principal importations of paper:—

	1928 Quintals	1927 Quintals	1926 Quintals
Paste for the production of paper, chemical (cellulose)	1,528,235	1,045,012	1,257,565
White or coloured paper dyed in the pulp, not coated:			
In rolls, for newspapers or other periodicals	89,157	112,870	143,656
Other types, not lined	62,724	55,613	52,228
Lined	430	369	362
Envelopes	153	144	143
White or coloured paper dyed in the pulp, coated, also on one side only, glazed or opaque	470	574	587
Paper, coloured, silver, gilt, painted or embossed	3,167	2,203	2,606
Gummed paper, also in strips	295	250	217
Paper for photographic purposes (sensitive)	6,689	5,622	6,997
Wallpaper	8,033	6,775	5,396
Blotting and filter paper	545	197	1,306
Vegetable parchment paper	886	952	484
Packing paper, neither white nor coloured, weighing less than 300 grammes per square metre:			
Of mechanical wood paste, steam-dried, of natural brown colour, also glazed on both sides	8,142	4,963	5,214
Other, coarse	824	457	365
Emery paper	1,816	1,198	1,099
Glass paper	108	111	102
Common cardboard:			
Neither coloured nor polished; leather Cardboard	66,296	57,657	64,753
Neither coloured nor polished; others	57,206	49,279	61,857
Dyed in the pulp, not glazed	7,557	5,966	5,541
Glazed	3,316	3,099	5,556
Fine cardboard:			
White or dyed in the pulp, not coated	3,905	3,734	2,988
White or dyed in the pulp, coated, also, on one side only, glazed or opaque	323	325	93
Coloured, silver, gilt, or painted	222	709	208
Vulcanized cardboard	2,053	1,267	1,499
Cardboard tarred, hardened with cement, or sanded	923	792	952
Spools, reels or bobbins of paper or cardboard,, for spinning mills and looms	947	890	3,037
Paper or cardboard, not cut in rectangular form, or bent for a particular use, or laced, perforated, cut or treated in similar fashion	2,473	1,734	1,543

The only heading under which countries of origin are given is "White, or dyed in the pulp, not coated," imports of which in 1928 are given as 152,464 quintals. The principal countries of origin were: Austria (74,181 quintals), Germany (29,848), Czechoslovakia (11,900), Norway (10,885), Switzerland (8,363), and Sweden (4,856 quintals).

EXPORTATIONS

The principal items of paper exports from Italy are as follows. This does not include cigarette paper, full particulars of which are given later:—

	1928 Quintals	1927 Quintals	1926 Quintals
Paste for the production of paper, chemical (cellulose)	223	4,786	6,022
White or coloured paper dyed in the pulp, not coated:			
In rolls, for newspapers or other periodicals	24,402	22,784	44,406
Other types, not lined	53,009	37,122	38,397
Lined	5,407	4,103	3,498
Envelopes	711	517	492

EXPORTATIONS—*Concluded*

	1928 Quintals	1927 Quintals	1926 Quintals
White or coloured paper dyed in the pulp coated, also on one side only, glazed or opaque	2,032	1,495	2,685
Wallpaper	464	307	496
Vegetable parchment paper	8,771	5,236	5,660
Packing paper, neither white nor coloured, weighing less than 300 grammes per square metre:			
Of yellow straw, natural, and also smooth	22,557	28,290	32,104
Of mechanical wood paste, steam dried, of natural brown colour, also glazed on both sides	2,128	375	729
Other, coarse	4,196	2,454	7,060
Emery paper	1,574	1,069	1,756
Glass paper	2,942	869	1,261
Common cardboard:			
Neither coloured nor polished	547	539	495
Coloured, dyed in the pulp, not glazed	7,463	3,428	78
Glazed	125	93	72
Vulcanized cardboard	1,958	921	3,106
Cardboard, tarred, hardened with cement, or sanded	3,058	2,788	3,492

Only under the heading "White and coloured paper dyed in pulp, not coated," are countries of destination given. In 1928 Argentina (14,124 quintals), Egypt (12,437), Turkey (11,689), and China (9,832 quintals) were the principal markets, and for a very cheap quality of paper.

TYPES AND SIZES IN GENERAL USE

The commercial names for paper are based on the form and measure of the sheet. The relative denominations are many; the names used in Rome are as follows:—

Law-suit	27	x	38	Inferior Imperial	54	x	76
Protocol	32	x	44	Imperial	58	x	78
Respect	34	x	46	Double Bastard	55	x	88
State Lion	37	x	49	Quadruple Protocol	64	x	88
Double Lawsuit	38	x	54	Double Royal	62	x	92
Bastard	44	x	55	Colombier	63	x	90
Double Protocol	44	x	64	Quadruple Imperial	68	x	92
Royal	46	x	62	Double Large Royal	64	x	96
Large Royal	48	x	64	Quadruple State Lion	74	x	98
Double State Lion	49	x	74	Double Little Imperial	70	x	106
Double Respect	46	x	68	Eightfold Lawsuit	76	x	108
Little Imperial	53	x	70	Double Imperial	78	x	116
Quadruple Lawsuit	54	x	76	Quadruple Bastard	88	x	110

The papers chiefly used by State offices (1927) are the following (figures in cm.): Eightfold Protocol, 88 by 128; Elephant, 70 by 110; Eightfold Lawsuit, 76 by 108; Bastard (for official journals), 62 by 94. The most common types of paper used in business are the Protocol, 32 by 44; Lawsuit, 27 by 38, and Large Royal, 48 by 64. Writing papers are generally as follows: Eighth, 21 by 12½; Sixth, 22½ by 10; Quarter, 27 by 21; Half, 36 by 23; Dutch, 38 by 25; Rectangular, 44 by 27; Large Rectangular, 48 by 29¾.

ITALIAN FISH MARKING REGULATIONS

With reference to the article in *Commercial Intelligence Journal* No. 1277 (July 21, 1928, pages 110-112) relating to an Italian decree of July 7, 1927, on the manufacture and sale of preserved fish in receptacles, Mr. V. E. Duclos, Acting Canadian Trade Commissioner at Milan, cables that Italian regulations referring to the marking of tins of canned fish have been issued which definitely state that the compulsory declaration must be embossed or lithographed directly on the tins.

ARTIFICIAL SILK INDUSTRY IN JAPAN

P. V. McLane, Assistant Trade Commissioner

Kobe, August 5, 1929.—The artificial silk industry in Japan dates from 1913, when Messrs. Suzuki & Company erected a mill in Yonezawa to make silk by the viscose process. Since then many new mills have been established, but it was not until after the earthquake that the industry began to develop materially. In 1926 new mills on a large scale were projected one after another, and at the same time the existing mills were expanded. At the present time there are eight large companies producing artificial silk in Japan. The two largest companies are the Imperial Artificial Silk Company, of Osaka, capitalized at 21,000,000 yen and with mills at Yonezawa, Iwakuni and Hiroshima; and the Asahi Silk Company, Limited, also of Osaka, with a capital of 8,000,000 yen and mills at Zeze and Nobeoka. These two companies produced in 1928 7,425,000 pounds and 4,290,000 pounds respectively annually, which is about 75 per cent of the total production. The Oriental Rayon Company, of Tokio, has a capital of 10,000,000 yen, and has a mill at Ishigawa and produced 2,178,000 pounds of silk; the Japan Rayon Company, of Osaka, is capitalized at 5,000,000 yen and has a mill at Uji with an output of 1,450,000 pounds; and the Showa Rayon Company, of Osaka, is capitalized at 2,000,000 yen and has a mill at Osaka which produced 990,000 pounds. The other three companies, producing on a much smaller scale, are the Tokio Artificial Silk Company, the Miye Artificial Silk Company and the Kurashiki Silk Weaving Company.

In 1928 there was a total production in Japan of 16,800,000 pounds of artificial silk. This is an increase of 50 per cent over 1927, and three times the production of 1926. Between 1918 and 1923 production rose from 100,000 pounds annually to 500,000 pounds. Since 1923 the industry has expanded very rapidly as is shown by the following figures (in pounds): 1923, 580,000; 1924, 1,035,000; 1925, 3,000,000; 1926, 5,000,000; 1927, 10,500,000; 1928, 16.800,000.

The existing companies are still in process of expansion, and at the same time methods of production and efficiency of operation are improving. In 1928 several mills were able to increase production to the extent of from one to five tons per day, without any plant additions. It is estimated that in 1929 the capacity will be further increased by a total of 14 tons a day, although there is a danger that this may bring over-production. However, this has been predicted for the last few years, but the demand has been found to absorb production, the home industry expanding at the expense of imports.

Along with this increased production and efficiency has come a fall in prices. The price of artificial silk advanced during the saleable season at the beginning of the year, and in February, 1928, 150 Dernier B rose to 280 yen. With the falling off in active demand it declined rapidly, and in March stood at 212 yen. During April and May the price fluctuated considerably and in June and July, the dull buying season, it touched bottom at 203 yen, the lowest recorded price. In 1927 the highest quotation was 295 yen in March and the lowest 215 yen in November, showing a spread nearly as great as in 1928. The average price for 150 Dernier B in 1928 was, however, lower by 20 to 30 yen than in 1927. For the month of December, 1928, the highest price was 218 yen and the lowest 208 yen.

In spite of the lower price, the working results of the artificial silk companies in Japan improved in 1928 due to increased production and reduction in costs of manufacturing. The total profits received by five leading companies amounted to 3,810,000 yen for the first half of 1928, and 4,540.000 yen for the second half, and the average dividends paid were 6·2 per cent for the first half of the year and 6·9 per cent for the second half. With the possibility of overproduction, it is felt that future profits may not be so high. This applies more particularly to the new mills.

IMPORTS

Until recently production always fell short of demand, and made importation in large quantities necessary; but since 1926 the domestic output has increased so greatly that imports have fallen off. Moreover, in the spring of 1926 the import duty was raised from 66·50 yen per 100 pounds to 94·50 yen. The cost of the product has fallen in Japan, and it is now more difficult to import. Imports of artificial silk for the past six years have been as follows: 1923, 1,006,609 pounds; 1924, 885,572; 1925, 831,099; 1926, 3,321,325; 1927, 805,980; 1928, 254,640 pounds. The large importation in 1926 was attributed to the improvement in exchange and comparative cheapness of foreign products.

For the years 1925, 1926 and 1927 the importation of artificial silk, according to principal countries of origin, was as follows:—

	1927		1926		1925	
Country of Origin.	Piculs	1,000 Yen	Piculs	1,000 Yen	Piculs	1,000 Yen
Great Britain	1,088	470	5,440	2,291	2,803	1,357
France	365	79	2,616	725	625	250
Germany	1,679	408	2,900	746	766	372
Belgium	424	97	616	210	68	30
Italy	1,541	369	7,728	1,807	1,024	400
Switzerland	483	116	2,881	807	604	213
Holland	403	92	2,613	743	181	88

1 picul equals 133⅓ lbs.

For 1928 the importation fell still lower to a total of 1,925 piculs—an insignificant quantity when compared with the volume of production in Japan. Since January, 1929, however, imports have been on the increase; the total for the first four months of this year is more than double the figures for the same period in 1928 as may be seen from the following figures:—

Imports of Artificial Silk into Japan

	Piculs	Yen
January	194	43,977
February	257	53,934
March	409	67,683
April	433	77,641
Total	1,295	243,235
Same period 1928	531	114,528
Increase over 1928	764	128,707

This increase is attributed in the main to the influx of Italian artificial silk and of German high grade, for which there is no corresponding production in Japan. Imports of English and French goods also increased. Swiss, Dutch, and American have declined.

EXPORTS

The export of artificial silk from Japan is negligible because of the heavy demand at home and the inability up to the present of domestic producers to meet fully that demand. In 1928 total exports were 511 piculs valued at 113,857 yen. For the first four months of 1929 the amount exported was 58 piculs valued at 9,500 yen, or only one-fifth the amount exported during the same period of 1928. On the other hand, there has been a considerable development in the exportation of artificial silk fabrics. These were first produced in Fukui and were exported to Korea and China. At present they are also made in Kiryu. It is estimated that in 1928 nearly one-fourth of production was exported in the form of fabrics. The export value for the first five months this year is estimated at nearly 10,000,000 yen, far exceeding last year's total amount of 8,600,000 yen. Exports in January totalled 1,641,000 yen, in February 1,916,000, in March 1,958,000, in April 2,164,000, and in May are estimated at 2,300,000 yen.

Values of exports of artificial silk fabrics for the first four months of 1929 and the principal countries of destination follow:—

	Yen		Yen
Total	7,680,332	French Indo-China	14,287
China	814,881	Siam	136,347
Kwantung Leased Territory	831,095	Other Asiatic Continental Countries	13,610
Hong Kong	1,217,648	Philippines	1,428,598
British India	1,800,935	South America	14,540
Straits Settlements	725,627	Africa	21,087
Dutch East Indies	612,238		

Imports of rayon into China showed a considerable increase this year, despite the fact that most merchandise suffered more or less of a setback in the China trade as a result of disturbed conditions in that country.

During the last year there has been some experimenting in the production of acetate and liliyon artificial silk. Before this time acetate silk cost too much to make, but with the introduction of improved methods of manufacture plans have been made to erect mills for producing it. Liliyon silk was invented by improving viscose silk, and although it is more expensive, it is said to be of better quality than ordinary artificial silk. Commercially it is still in the experimental stage in Japan, but during the latter part of 1928 the Asahi Silk Weaving Company secured patents for its manufacture and have decided to equip their Nobeoka mill for this purpose.

CROP CONDITIONS IN DENMARK AND SWEDEN

Frederick H. Palmer, Canadian Trade Commissioner

DENMARK

Oslo, August 23, 1929.—The Statistical Bureau at Copenhagen reports that the weather during July was very dry at first, but that rain fell towards the end of the month. The drought was particularly severe on grass crops, but the beets are in good condition as a result of the warmth and moisture of the latter part of the month, although the crop is now about 10 per cent below normal.

At the beginning of August it was thought that the grain crops would be about average, while barley on the largest island was better than average. The general condition of the winter-sown crops was below the average. A poor hay crop was expected before the rain of latter July, but the situation is now much improved, especially with respect to meadow hay. The clover seed yield is now very promising.

SWEDEN

Taking the country as a unit, the general condition of the winter wheat is about average. Winter rye is perhaps below normal, but the condition varies in different parts of the country. Good weather conditions have made for an improved development in spring-sown grains, and only on poorly drained lands are grain crops thin and unevenly developed. With the exception of Vaarmland, the district west and south of Stockholm, the prospects of spring wheat, rye and oats, peas and mixed seeds are all reported to be above normal. The root crops are expected to be about normal. The harvesting of the hay crop is now practically completed, and as a result of the fine weather towards the end of the season, the quality is generally good, although there is a falling off in the quantity in certain sections when compared with last year.

TRADE COMMISSIONERS ON TOUR

Mr. Muddiman

Mr. A. B. Muddiman, Canadian Trade Commissioner in Italy, is now on tour. His territory includes Spain and Portugal, Gibraltar, the Canary Islands, Malta, the Italian Colony in Africa, Albania, Jugoslavia, and Cyprus. The first part of his itinerary includes:—

Winnipeg .. ..Sept. 21	St. John .. ..Sept. 30 to Oct. 1
Halifax .. ..Sept. 27, 28	Quebec.. .. ..Oct. 3 to Oct. 5

Mr. Young

Mr. R. T. Young, Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit the undermentioned towns and cities as follows:—

Kitchener and Galt. ..Sept. 14 to 16	St. Catharines .. .. ..Sept. 21
Brantford and Paris ..Sept. 17	Hamilton.. .. ..Sept. 23 to 25
Bridgeburg .. ..Sept. 18	Toronto .. ..Sept. 26-Oct. 12
Welland .. ..Sept. 19	Oshawa .. ..Oct. 14
Niagara Falls .. .. ..Sept. 20	

Mr. McColl

Mr. E. L. McColl, Canadian Trade Commissioner in Argentina, will visit the following towns:—

Kitchener.. .. .. ..September 16	Woodstock.. .. .. ..September 20
Preston. .. ..September 17	Welland .. ..September 23
Hespeler .. ..September 18	Niagara Falls.. .. ..September 24
Galt .. ..September 19	

Mr. Poussette

Mr. Poussette will be in Montreal from September 17 to September 30.

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association; in that of Toronto with Mr. Alex. Marshall, Canadian Manufacturers' Association; and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

BRITISH MERCHANDISE MARKS COMMITTEE RECOMMENDATIONS

The Merchandise Marks Committee recommend that the following classes and descriptions of imported glassware shall bear an indication of origin at the time of sale, both wholesale and retail, in the United Kingdom, namely:—

(*a*) domestic, fancy and illuminating blown glassware of all descriptions, other than electric lamp bulbs;
(*b*) pressed glassware of all descriptions;
(*c*) bottles and jars of glass, other than containers.

The Committee further recommend the marking of certain descriptions of imported scientific glassware at the time of importation and also at the time of sale or exposure for sale; and of the following classes of asbestos cement products: sheets, tiles, pipes, and other builders' materials or requisites.

TAX IN KWANTUNG, CHINA, ON WHEAT FLOUR

Mr. Paul Sykes, Canadian Trade Commissioner in Hongkong, cables that, dating from September 1, the Kwantung Government is collecting a tax on foreign milled wheat flour of 5 cents gold per 49-pound bag. Wheat flour from Shanghai, China, it is stated, is exempt from this tax on account of a production tax paid to the Kiangsu Government.

BRITISH NORTH BORNEO PREFERENCES

One of the conditions for applying the British preferential tariff to an article in British North Borneo is that the expenditure in material and/or labour in the country accorded preference be not less than one-half of the factory or works cost of the article in its finished state. The preferences in force in British North Borneo are accorded to Canada (see *Commercial Intelligence Journal* No. 1303, January 19, 1929, page 114).

FOREIGN EXCHANGE QUOTATIONS, WEEK ENDING SEPTEMBER 9

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 9, 1929. Those for the week ending September 3, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending Sept. 3, 1929	Week ending Sept. 9, 1929
Austria	Schilling	.1407	.1421	.1412
Belgium	Belga	.1390	.1398	.1397
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0298	.0297
Denmark	Krone	.2680	.2679	.2677
Finland	Markka	.0252	.0253	.0253
France	Franc	.0392	.0393	.0393
Germany	Reichsmark	.2382	.2395	.2394
Britain	Pound	4.8666	4.8791	4.8762
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4032	.4030
Hungary	Pengo	.1749	.1761	.1760
Italy	Lira	.0526	.0526	.0525
Jugo-Slavia	Dinar	.1930	.0177	.0177
Norway	Krone	.2680	.2680	.2678
Portugal	Escudo	1.0805	.0452	.0452
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1483	.1483
Sweden	Krona	.2680	.2695	.2693
Switzerland	Franc	.1930	.1936	.1937
United States	Dollar	1.0000	1.0064	1.0059
Argentine Rep.	Peso (Paper)	.4244	.4224	.4220
Brazil	Milreis	.5462	.1195	.1193
Chile	Peso	.1217	.1217	.1217
Colombia	Peso	.9733	.9736	.9733
Mexico	Peso	.4985	.4857	.4846
Peru	Libra	4.8666	4.0256	4.0243
Venezuela	Bolivar	.1930	.1942	.1942
Uruguay	Peso	1.0342	.9900	.9834
Cuba	Peso	1.0000	1.0000	. 997
Batavia, Java	Guilder	.4020	.4025	.4022
China	Tael	.....	.5793	.5766
India	Rupee	.3650	.3635	.3634
Japan	Yen	.4985	.4694	.4708
Siam	Baht (Tical)	.4424	.4491	.4489
Singapore, Str. Settlements	$	.5678	.5647	.5646
Jamaica	Pound	4.8666	4.8785	4.8770
Barbados	$	1.0000	1.01⅛—1.02¼	1.00¾—1.02⅛
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.01⅝—1.02⅜	1.02½—1.02¼
Martinique	Franc	.0392	.0393	.0393
Guadeloupe	Franc	.0392	.0393	.0393

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

757. Confectionery Specialties.—An importer at The Hague is open to receive offers of Canadian manufacturers of confectionery specialties other than chocolates.

758. Fresh Fish.—A firm of importers in Jamaica would like to communicate with Canadian firms exporting fresh fish.

759. Chum Salmon.—Rotterdam importers desire quotations on chum salmon for shipment to Manchuria.

760. Codfish.—Firm of Jamaican importers would like to represent Canadian codfish exporters.

761. Codfish.—Jamaican importer with good connections is desirous of getting in touch with Canadian firms exporting codfish.

762. Flour.—Firm of manufacturers' representatives in Jamaica would like to communicate with a Canadian flour mill seeking a connection in Jamaica.

763. Hay.—A firm of hay dealers in the North of England are interested in getting in direct touch with Canadian exporters in a position to quote direct.

Miscellaneous

764. Hosiery.—An agent in Castricum, Holland, wishes to secure the representation of a Canadian manufacturer of silk hosiery.

765. Furnishings.—A firm of manufacturers' representatives in New Zealand desire to receive quotations from manufacturers of furniture coverings of all descriptions, curtains, and curtaining of all kinds, with a view to representing them on a commission basis.

766. Carpets.—A firm of manufacturers' representatives in New Zealand desire to receive quotations from Canadian manufacturers of carpets (Axminster) with a view to representing them on a commission basis.

767. Trunks.—A manufacturers' agent at The Hague, Holland, dealing in travellers' articles, asks for quotations on Canadian wardrobe trunks.

768. Artificial Leather.—A buyer of artificial leather in Amsterdam wishes to receive samples and prices from Canadian manufacturers.

769. Halifax and St. John Hardwoods.—A firm of London timber brokers are desirous of securing the agency of a responsible Maritime Province firm who can regularly ship Halifax and St. John hardwoods—i.e., birch, maple, and beech—both logs and lumber.

770. Clutch Facings.—An importer of automobile accessories in Amsterdam wishes to purchase clutch facings.

771. Graphite.—A Rotterdam firm wish to purchase Canadian graphite.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Cherbourg and Southampton.—Empress of Australia, Sept. 24; Montroyal, Sept 17; Empress of Scotland, Oct. 1—all Canadian Pacific.

To Hamburg.—Empress of Scotland, Canadian Pacific, Oct. 1.

From Montreal

To Avonmouth.—Kastalia, Sept. 18; Salacia, Sept. 28; Vardulia, Oct. 12—all Anchor-Donaldson; Nevisian, White Star Line, Oct. 5.

To Belfast.—Lord Downshire, Sept. 20; Fanad Head, Sept. 26—both Head Line.

To Cardiff and Swansea.—Kastalia, Sept. 18; Salacia, Sept. 28; Vardulia, Oct. 12—all Anchor-Donaldson; Nevisian, White Star Line, Oct. 5.

To Dublin.—Lord Downshire, Sept. 20; Fanad Head, Sept. 26—both Head Line.

To Dundee.—Cairnross, Thomson Line, Sept. 20.

To Glasgow.—Melita, Sept. 14; Minnedosa, Sept. 28; Melita, Oct. 10—all Canadian Pacific; Athenia, Sept. 20; Carmia, Sept. 27; Letitia, Oct. 4; Corinaldo, Oct. 11—all Anchor-Donaldson.

To Hull.—Cairndhu, Sept. 17; Kenmore, Sept. 27—both Furness Line.

To Liverpool.—Duchess of Bedford, Sept. 18, Oct. 11; Duchess of Richmond, Sept. 21; Duchess of York, Sept. 27; Duchess of Atholl, Oct. 4—all Canadian Pacific; Regina, Sept. 21; Laurentic, Sept. 28; Doric, Oct. 5—all White Star Line; Andania, Sept. 27; Antonia, Oct. 11—both Cunard Line.

To London.—Beaverbrae, Sept. 20; Beaverdale Sept. 27; Beaverford, Oct. 4; Beaverhill, Oct. 11—all Canadian Pacific; Canadian Inventor, Sept. 23; Canadian Mariner, Oct. 3—both Canadian National; Ausonia, Sept. 20; Ascania, Sept. 27; Alaunia, Oct. 4; Aurania, Oct. 11—all Cunard Line; Cairndhu, Sept. 17; Kenmore, Sept. 27—both Furness Line; Calgaric, Sept. 19; Megantic, Oct. 3—both White Star Line.

To Manchester.—Manchester Division, Sept. 19; Manchester Brigade, Sept. 26; Manchester Producer, Oct. 3—all Manchester Line.

To Newcastle and Leith.—Cairnross, Sept. 20; Cairnesk, Sept. 27—both Thomson Line.

To Southampton.—Montcalm, Sept. 18; Montclare, Sept. 26; Montrose, Oct. 10—all Canadian Pacific; Calgaric, Sept. 19; Megantic, Oct. 3—both White Star Line.

To Antwerp.—Canadian Inventor, Sept. 23; Canadian Mariner, Oct. 3—both Canadian National; Montclare, Sept. 26; Beaverdale, Sept. 27; Montrose, Oct. 10; Beaverhill, Oct. 11—all Canadian National.

To Bordeaux and Havre.—Kent County, County Line, Sept. 29; La Bourdonnais, French Line, Sept. 21 (does not call at Bordeaux).

To Bremen.—Koeln, North German Lloyd, Oct. 5.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, Oct. 10.

To Hamburg.—Montcalm, Sept. 18; Beaverbrae, Sept. 20; Beaverford, Oct. 4—all Canadian Pacific; Laval County, County Line, Sept. 28; Koeln, North German Lloyd, Oct. 5.

To Norwegian Ports.—Idefjord, Norwegian-American Line, late September.

To Rotterdam.—Labelle County, County Line, Sept. 25.

To South France and Italian Ports.—Valleluce, Sept. 20; Vallarsa, Sept. 20; Valreale, Sept. 30; a steamer, Oct. 15—all Lloyd Mediterraneo Italian Service.

To South African Ports.—Cochrane (also calls at Sierra Leone), Sept. 23; Benguela, Oct. 12—both Elder Dempster Line.

To South American Ports.—Canadian Skirmisher, Canadian National, Sept. 20.

To Australian Ports.—Canadian Commander, Canadian National, Sept. 30.

To New Zealand Ports.—Canadian Transporter, Canadian National, Sept. 25.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Colborne, Sept. 21; Cornwallis, Oct. 5—both Canadian National

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cavelier (Kingston only), Sept. 21; Cathcart, Oct. 5 (Kingston only); Lady Rodney, Oct. 12—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Spica, Sept. 27; Sinn, Oct. 11—both Ocean Dominion.

To Cornerbrook.—North Voyageur, Sept. 23, Oct. 7; New Northland, Sept. 18, Oct. 2—both Clarke SS.

To St. John's, Nfld., and St. Pierre-Miquelon.—Kentucky, Sept. 17; Cabot Tower, Sept. 27—both Newfoundland-Canada Traders; Rosiland, Furness-Red Cross, Sept. 20, Oct. 4 (calls only at St. John's).

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Sept. 26; Lady Hawkins, Oct. 10—both Canadian National.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday, and Saturday.

From Halifax

To Bordeaux.—La Bourdonnais, Furness, Withy, Sept. 21.

To Liverpool.—Newfoundland, Sept. 24; Manchester Merchant, Sept. 30—both Furness, Withy; Dakarian, Leyland Line, Sept. 24 (calls also at Manchester).

To London and Hull.—Cairndhu, Furness, Withy, Sept. 20,

To Manchester.—Manchester Citizen, Sept. 15; Manchester Division, Sept. 22; Manchester Merchant, Sept. 30—all Furness, Withy.

To St. John's, Nfld.—Nerissa, Sept. 17, Oct. 1; Fort St. George, Sept. 24—both Furness, Withy; Farnorth, Farquhar SS., Sept. 21, Sept. 27, Oct. 5; Sollund, Newfoundland-Canada Traders, Sept. 28.

To St. Pierre-Miquelon.—Fernfield, Sept. 28; Farnorth, Sept. 21, Sept. 27, Oct. 5; Sambro, Sept. 29—all Farquhar SS.; Sollund, Newfoundland-Canada Traders, Sept. 28.

To Kingston (Jamaica).—Cavelier, Sept. 24; Cathcart, Oct. 8—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Colborne, Sept. 26; Cornwallis, Oct. 10—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Sept. 20; Lady Nelson, Oct. 4—both Canadian National; Spica, Ocean Dominion, Oct. 3.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar, Sept. 18; Caledonia, Oct. 2—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of Asia, Oct. 3; Empress of Canada, Oct. 17—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hong Kong.—Ixion, Sept. 17; Tyndareus, Oct. 8—both Blue Funnel.

To Yokohama, Osaka and Dairen.—London Maru, Osaka Shosen Kaisha, Oct. 15.

To Auckland, Wellington and Dunedin.—Golden Coast, Oceanic and Oriental Navigation Co., Oct. 10.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, Sept. 18.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Anten, Transatlantic SS., Oct. 9.

To Napier, Nelson, Lyttelton, Dunedin, Bluff and New Plymouth.—Waitemata, Canadian-Australasian Line, Sept. 18.

To Auckland, Wellington, Adelaide and Sydney.—Hauraki, Canadian-Australasian Mail Line, Oct. 1.

To Manchester.—Pacific Enterprise, Sept. 21; Pacific Trader, Oct. 5—both Furness Pacific.

To Liverpool, Southampton, London and Rotterdam.—Drechtdyk, Sept. 26; Dinteldyk, Oct. 10—both North Pacific Coast Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Moerdyk, Sept. 17; Glamorganshire, Oct. 8—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—La Marseillaise, Oct. 4; Indiana, Oct. 15—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Livenza, Oct. 2; Leme, Oct. 17—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Hindanger, Westfal-Larsen, Oct. 1.

To West Indian Ports.—Victoria, Canadian Transport Co., Oct. 15.

To Cape Town, Algoa Bay, Durban, Lourenco Marques.—West Honaker, B.C. Shipping Agencies. Oct. 9.

To Kingston (Jamaica).—Point Bonita, Gulf Pacific Line, Oct. 15.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser. P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana. Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley —Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Holland

J. C. Macgillivray, Beursplein 26B. Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis. Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33 Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, September 21, 1929 No. 1338

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"SWITZERLAND AS A MARKET": FORTHCOMING PUBLICATION

The series of reports on conditions and opportunities in Switzerland which has recently been published in the *Commercial Intelligence Journal* by Mr. J. C. Macgillivray, Canadian Trade Commissioner in Holland, is about to be issued as a pamphlet. A copy of this publication will be sent *free* to any subscriber to the *Commercial Intelligence Journal* upon request. To other than subscribers to the *Commercial Intelligence Journal* the price is 25 cents. This publication will extend to about 56 pages and will be indexed. As the number to be printed is strictly limited, requests for copies should be sent immediately to the Department of Trade and Commerce, Ottawa.

REPRESENTATION IN SOUTH AFRICA

C. S. Bissett, Canadian Trade Commissioner

Cape Town, August 16, 1929.—There are several types of representation, and it will depend largely upon the nature of the article as to which mode will be most advantageous to employ. Before contemplating it at all, the exporter will require to know something about the extent of the market, present sources of supply, restrictive prohibitions upon, and competing prices and qualities of, the commodity he is offering. With exact price information and samples the Trade Commissioner will be able to make a preliminary investigation and report fully on sales prospects. Subsequently, and providing that the market available

justifies it, it is strongly recommended that the exporter send out a responsible member of his firm to study thoroughly the requirements of the market and to select representatives. This procedure cannot be too strongly recommended, as a thorough knowledge of the market's requirements in all its phases is essential if success is to be anticipated. Depending again on the probable value of the market to the exporter, such delegate could be permanently stationed in the country as resident factory representative, or act in this capacity for a year or so, while attached to the firm which has been selected as permanent representatives. Some Canadian firms have found it necessary to establish branches in the Union to handle their sales satisfactorily, while others have permanent delegates attached to their local agents. Should the goods be of a technical nature, or embody any particular features upon which the sale of them depends, this procedure is all the more necessary. The delegate should not only have a thorough knowledge of the article but should as well be a good salesman. He should be empowered by his firm to make decisions and initiate policies according to the needs of the territory. Generally each market requires different handling, and cut-and-dried export policies are of little use. He must be able to handle such matters as advertising and distribution, and in himself must be adaptable to conditions as he finds them, of good appearance and address, attractive personality, good sense of values, and balanced judgment. Briefly, he must have the full confidence of his firm and be able to inspire full confidence in those with whom he may come in contact. This office will be at his disposal for any information he may require and can recommend firms whom he may approach regarding subsequent representation.

Should the nature of the product or the market available not warrant the expense of sending a representative from the factory, either to report on the market or to appoint agents, these matters can be handled by mail. This office is continually handling matters of this kind and recommending that certain firms be appointed.

AGENTS

The agency community—namely, firms selling on a commission basis entirely—is well developed in South Africa, and these constitute the most prevalent form of representation in the Union. In this connection a word of warning will be in order. In the great majority of cases the "agent" is not an agent at all in the true legal sense of the word, as the law of " principal and agent " does not apply. He is actually a manufacturer's representative only—a salesman employed on a commission basis by the firm concerned, but having certain exclusive territorial selling rights. His principal is not in any way bound by his acts, nor responsible legally for them. The word " agent " has, however, such a broad meaning in present-day commercial practice that it will be used throughout this survey in the sense of a manufacturer's representative.

This type of representation is probably the most satisfactory, from the exporter's point of view, as selling costs are usually restricted to the amount of commission paid, plus advertising and adjustments. Depending on the commodity, advertising may be unnecessary or at least restricted to a small outlay. Often the rate of commission will be increased to cover advertising by the agent and, in the case of canned goods, an extra commission is often paid to cover adjustments for damaged or swelled cans, the agent thereby accepting responsibility for the reimbursal of his client's claims. However, the manufacturer can expect to be relieved of the responsibility of such adjustments to importers only when the article is such that damaged or subnormal goods can normally be anticipated in the process of manufacture. By selling goods on a commission basis, sales costs are normally restricted to a certain percentage of the total sales value. Whereas a salesman employed in Canada will have his travelling expenses paid by his firm, the South African agent pays his own. Conversely he is not restricted to selling for one firm, and he looks for reimbursal of such

expenses through the returns obtained from a number of different agencies which are complementary. Occasionally, however, the agent demands a subsidy to cover initial expenses in introducing a line. This subject will be treated later.

THE AGENT WHO SPECIALIZES

Usually agents specialize in certain general commodity divisions such as hardware, or dry goods or foodstuffs. With many, however, the line is not strictly drawn and widely separated classes of trade are catered for. Nevertheless, it is unusual for a first-class firm of agents to accept agencies in divisions in which they have no connection with the particular trade concerned, unless they are looking to the expansion of their business to include such trades, having already employed travellers with the requisite knowledge and connections to handle such lines effectively. Considering the commission rates usually applicable, it is uneconomical for them to accept agencies which are outside their range, as the costs to them of selling to a type of trade different entirely from their customary clientele, and of forming a new connection therewith, are greater than the remuneration offered by the manufacturer. However good may be the reputation of the firm of agents as a selling connection, no agreement should be consummated unless they have the requisite connection. This information can easily be obtained through the usual channels or from the Trade Commissioner. Generally the firm which specializes is the best to employ. Often the line offered them fits in very well with those which they already carry and will require only a minimum of selling effort and expense. On such lines the commission rate acceptable will be much less than if special sales efforts had to be made. Another firm without the requisite connection would undoubtedly require a bigger rate of commission to compensate for the extra work involved. Briefly, the agent must be well established, of first-class standing, a good moral risk, and have the requisite connection. Financial standing of the firm is of little consequence, providing that sufficient capital is available to finance all necessary travelling and maintain offices and sample rooms. The above points are those which should be considered, more particularly the moral risk, as an agent who offers credit indiscriminately without due regard to his principal's interest is more a liability than an asset.

Many firms maintain offices and permanent sample rooms in all the main centres, the partners or employees covering periodically the territory which has been allotted to the branch concerned. Others have offices in only one or more centres and make periodic trips throughout the Union carrying full ranges of samples with them. Still others work parts of the territory through sub-agents, splitting the rate of commission in certain ratio dependent upon the division of selling costs. This latter form is not too satisfactory, as split commissions are not conducive to intensive sales effort. If an agent cannot cover the territory direct, either by personal travel or through branch offices, it is better to split the territory and appoint a number of agents to cover it effectively. On the other hand, many firms of agents have agreements to handle each other's lines in their respective territories, and this arrangement usually works well.

The practice of accepting an agency in order to smother it in favour of a competing one already held is not prevalent in the Union. Occasionally one or two items in a range will clash, but providing the clash is not at all serious from the manufacturer's point of view, the attractiveness of the agent's established connection with the trade should outweigh it.

Many old-established firms are not keen to work new agencies. Their present connections may probably afford them a good income, and unless the article will more or less sell itself and the commission rate be attractive, there is little incentive to push the line. The effort to introduce new lines is always considerable, and a profitable return cannot always be expected for the first year or so. It is the promise of repeat business, with little or no effort, once the

line is established, which commends itself to an agent. The type of agent to select is therefore one who has the incentive to work the line whole-heartedly with a view to a future income of a more or less permanent nature.

SELLING COSTS

Agents' selling costs in South Africa are much higher than they are in Canada, and this fact must be considered when setting a commission rate. The territory is sparsely populated, rail distances are long between main centres, and freightage on samples is heavy. As an example, there is practically nothing between Cape Town and Johannesburg, a distance of almost 1,000 miles. Canadian selling costs—e.g. advertising, travelling expenses, travellers' salaries and commissions, etc.—must be offset against the South African agent's rate of commission and probable reductions in factory price on export business due to the absence of these overhead charges. The nature of the commodity, its probable regularity of sale, etc., will also influence the rate of commission. Usually such rates for various types of commodities are fairly stable and can easily be ascertained on application.

South African agents usually require a signed contract stipulating the terms of agreement, drawn up formally, or an informal letter from the manufacturer stating that the agent has been appointed as sole selling representative for a given period, for a given territory, at a stated rate of commission. On first appointment, the period time is usually one year, with the option of renewal for subsequent periods of three years. This may be varied according to agreement and dependent upon the commodity and the difficulty of introducing it. The territory allotted will depend upon what the agent is able to cover thoroughly, at periodic intervals, through his own organization. Most agents who cover the Union also wish to have allotted to them the Rhodesias and Southwest Africa. These combined territories are generally termed British South Africa and include the native protectorates.

COMMISSIONS

The rate of commission must be stated, and the basis upon which it will be computed given. This is usually on the factory cost. Furthermore, all agents stipulate that they are to be credited with commission upon all shipments made and paid for to the territory which has been allotted to them. Due to the nature of buying in this country, this stipulation is essential, but it is neither always adhered to nor understood by Canadian exporters. The practice of overseas buying and confirmation is responsible for it. These houses whose activities have been previously explained, will forward orders to manufacturers on behalf of clients in the Union, such orders having been solicited by the agent. The order itself may not actually have been obtained at the time of solicitation by the agent, but the importer may have promised to forward it later to his buyers overseas. Alternatively, it may be a repeat order. The point is that the order does not appear to have resulted from the agent's work, as it was not submitted by the agent on his or the manufacturer's usual order form, and the agent may not have mentioned it in correspondence. Further, it may emanate from a firm who previously never had any of the goods of the manufacturer concerned. Nevertheless, it is in all cases due to the work of the agent and he must be credited with commission upon it. It is either due to his work in soliciting the order to begin with or due to his efforts to establish the goods on the market that such order has been forthcoming. No manufacturer can expect an agent to spend time, money, and effort in establishing his goods upon this market unless he is prepared to credit him with commissions on repeat and new business. Such future reimbursal is the only incentive an agent has towards placing the line solidly, which entails expenditures not usually recovered in the first year or two

of operation. The stipulation is therefore undoubtedly just, and should be adhered to at all times by Canadian firms who value their reputations. Any manufacturer in the habit of quoting direct and undercutting his agent by the amount of his commission will undoubtedly lose his services and be quite unlikely to obtain the services of any reputable agent. As a safeguard, all firms having representatives in the Union should never quote anybody a price on goods for shipment to his territory which does not make provision for his commission. Exceptions to the rule should only be made by previous agreement with the agent—e.g., shipments made to accounts established previous to the appointment of the agent, or to types of trade, such as the Rand mines business, which have been excluded from the agreement.

SWITCHING OF AGENCIES

Further, the indiscriminate switching of agencies is to be strongly deprecated. Full information regarding all facts of the case should first be examined thoroughly before a decision is finally made. Cases have been known where agencies have been transferred, not due to a diminution of the share of the business obtained or for other legitimate cause, but to the fact that other agents were procurable who agreed to work at a smaller rate of commission than the original appointee. In the case of the latter firm, the line already having been established did not appear to require much selling effort on future business, or a commission rate greater than the reduced one offered, but the spade work and effort displayed by the former in establishing the line, and his expectation of reimbursal for losses at the start through the higher rate, were forgotten by the manufacturer in view of the commission saved and the profit increased. Needless to say, such conduct rapidly becomes known throughout the trade and inculcates doubt as to whether the manufacturer or his product can be depended upon. Confidence in the article and the manufacturers' export policy must be built up and above all maintained if export to this territory is to be successful and remunerative to him.

The agent should be notified of all shipments to his territory, either in the form of a letter or a copy of the invoice—preferably the latter, in order that he may follow up the shipment and advise his customers, and as well be able to keep a record of the commissions payable. The commission account is usually balanced every quarter, unless otherwise agreed. Drafts should be forwarded regularly and promptly. The agent requires the money to finance his business and is not to be expected to finance that of the manufacturer for extended periods.

DISTRIBUTOR OR STOCKIST

There are many lines which firms of agents cannot handle effectively, and which must be placed with firms who import direct, stock and distribute the goods over limited territories. The various types of heavy machinery are noteworthy examples. Usually a different firm for each trade centre must be given sole stocking rights for that centre and surrounding country. Often, however, the larger firms have branches in all the larger cities and towns and can handle the whole Union and occasionally Rhodesia as well. Such firms buy outright from the manufacturer and resell at their own price Many of them have head offices overseas and are financed by the parent company. They are usually good credit risks and have connections of long standing. Often they will work on a commission as well as a stockist basis, but usually their competitors do not care to buy from them if they can obtain a similar article elsewhere. Depending upon the commodity, exclusive rights given to a firm of this kind may be a drawback or an advantage. Where all firms would stock the article, it would be decidedly disadvantageous, but where it requires the financial resources of a firm of this kind to place it on the market and handle it effectively, it would

be to the benefit of the supplier to do so. This type of representation is absolutely necessary if the needs of the Rand mines are to be catered to. All mining supplies are bought through the Witwatersrand Commercial Exchange, a closed body, and no firm except a member is allowed to tender. The disadvantages of restricting the sale of the article to one firm in each centre, as against the ability of the agent to sell to all firms in the trade, must be weighed against the respective abilities of the agent and distributor to market it effectively. Very often an agent is also appointed on a commission basis to supervise distributors. He is actually a factory representative, and is more concerned with the appointment of distributors, keeping the line "in", making adjustments, etc., than he is with actually selling. Many lines require this supervision, and the extra expense of his commission is usually more than repaid by continuity of sales. Such importers usually have a great many exclusive lines and, unless called upon periodically, are apt to neglect them or allow sales to become routine matters only.

OVERSEAS BUYING HOUSES

Some Canadian firms employ this type of representation but, rare instances excepted, it is not to be recommended. Years ago when buying through overseas houses or by parent companies in Great Britain was much more prevalent than it is to-day, direct representatives in South Africa were of little use. When South African trade was controlled largely by branches of British houses, a representative in Great Britain could do a great deal more business with head offices, for shipment to South Africa, than could an agent in the country. That situation has, however, changed. Trade has expanded greatly since that time. Self-government in commerce has long since arrived and South African trade is now controlled largely in South Africa. However, the practice of overseas buying and confirmation still persists in considerable measure. Importers usually instruct their overseas buyers to purchase a certain brand named in the indent or, alternatively, "to the best advantage" or "in the cheapest market". The manufacturer whose agency rights for the Union are held by the buying house will usually get the business whether that brand has been specified or not, since the agency carries an inside commission or rebate, which is seldom, if ever, passed on to the importer in South Africa. Actually it costs the importer no more than if the indent were forwarded through a resident commission agent, working on the same commission rate, but it usually restricts sales, as no buying house can hope to number among their clients every firm, or even the majority of the firms in South Africa who stock goods of that kind. If the goods are generally saleable, a resident agent can do much more for the manufacturer and can solicit all firms interested in products of the kind in question. The same applies to various American buying houses. However, where such houses have themselves appointed commission agents or have opened branches in the territory, the disadvantages partially disappear. In some cases these houses are able to offer attractive financial terms to importers, or similar inducements to obtain the business.

AGENCIES IN GREAT BRITAIN

Again, some firms have allocated the South African territory to their agents in Great Britain. This is unwise, as all that such agent can do is to solicit trade from the buying houses, which restricts sales as well, when compared to the services of a resident agent. It is more advantageous to appoint agents or stockists in the country than it is to employ overseas representatives. The former are in touch at all times with their customers, and where services or adjustments are necessary, they are on the spot. The benefits of the personal touch in selling cannot be too strongly emphasized and, from the supplier's viewpoint, information on trade tendencies in and the requirements of the market can most accurately be summarized by agents on the spot.

PREFERENCES TO LOCAL FIRMS ON GOVERNMENT CONTRACTS

Furthermore, preference is given to local firms by all government and municipal bodies on contracts. This runs as high as 10 per cent on goods manufactured locally, and 5 per cent on imported goods which are stocked by local firms, as compared to direct importation. Imports of stores for official use, through the South African High Commissioner in London, such goods not being manufactured in the Union, are steadily decreasing. Tenders are more and more being called for locally, with the result that many firms who previously have operated without agents have found it necessary to appoint them if they wish to obtain a share of Government contracts. This policy is to encourage domestic trade and to permit local firms to participate in the business.

RATIONALIZATION OF THE FLOUR-MILLING INDUSTRY IN THE UNITED KINGDOM

Mr. Harrison Watson, Canadian Trade Commissioner in London, has forwarded, under date September 3, the following memorandum issued by the flour milling industry regarding the policy of rationalization which has been adopted in the United Kingdom:—

" The process of rationalization of the great industries of the country continues to spread. Whether this process is due primarily to the war, or whether the war merely accelerated its realization, may be disputed, but there appears no doubt that it may be regarded as an agreed and accepted policy of the country. It is without question that all the big industries—railways, iron and steel, chemicals, cotton, coal-mining and the rest—either have rationalized themselves, are in process of doing so, or are getting into the frame of mind which is necessary to induce the process.

" The flour-milling industry—the latest adherent to the policy—is in a position which, for several reasons, is peculiar and difficult. It is dealing with a commodity which is a staple food of the population and, although it is markedly open to severe foreign competition, can obviously look for no fiscal assistance from any Government.

" Since the flour-milling industry of the country was released from Government control in 1921, and largely as the result of the conditions imposed during that control, the industry has passed through so serious a period of depression that a large number of old-established firms have been forced into liquidation.

" The return which it has been possible for the trade as a whole to obtain on the capital invested has been either non-existent or less than would have been obtained if the capital had been invested in gilt-edged securities. This has been due mainly to the intense but unorganized competition arising as a consequence of the milling capacity being greatly increased during the period of Government control, with the result that the present capacity is largely in excess of the consumptive requirements of the country.

" It is necessary for the economic operation of a flour-mill that it should run continuously throughout the week, which obviously is not possible (except for a limited number of the best situated mills) so long as the capacity is greatly in excess of total requirements.

" To meet these most difficult and unsatisfactory conditions, an organization has been formed by the millers themselves, called ' The Millers' Mutual Association,' to rationalize the industry upon lines similar to those now being adopted by and applied to other industries with public approval. The new organization is representative of the flour-milling industry as a whole, and not confined to the larger units.

"The present unorganized state of the industry is responsible for many anomalies; for instance, flour is often sent out of one area of the country to another and transported distances which, in some cases, cost in transport alone approximately one-half the expense of manufacturing the flour. The purpose of the new association is to reduce costs of manufacture and delivery by improved organization.

"Price-fixing is definitely excluded from the association's objects, and, accordingly, individual independence and incentive of competition will continue. To be successful, the reorganization must involve the closing down of some of the redundant mills in uneconomic positions, but it is hoped that one of the direct effects of this policy will be to secure more regular employment to the men employed in the industry, many of whom have been working short time.

"The offices of the association are at 40 Trinity Square, London, E.C. 3."

EFFECT OF RATIONALIZATION IN ENGLISH FLOUR-MILLING INDUSTRY

Douglas S. Cole, Canadian Trade Commissioner

Bristol, September 4, 1929.—It has been rumoured for some months in the grain and flour trades that negotiations were proceeding in the flour-milling industry to place this trade on a sounder basis. This has been confirmed from time to time by circumstantial evidence, as certain mill properties have changed hands in this trade area, and the announcement was made a short while ago that the well-known West of England milling company of Messrs. Grace Bros., Welsh Back, Bristol, had been purchased and was being closed down.

The purpose of rationalization is to reduce costs of manufacture and delivery by improved organization. This has involved reorganization and the closing down of a certain number of mills. There is to be no price fixing; this would be impracticable owing to the competition from Canadian and United States mills.

REASONS FOR RATIONALIZATION

Government decontrol came into effect in 1921, and chaotic conditions have prevailed in the English milling industry ever since. Since that date it is estimated that the industry has lost $25,000,000 per annum on the average. A large number of small mills have been overwhelmed in the unequal competition, and the accumulated reserves of many years, even of the largest mills, have been swept away. During the war the Government made strong efforts to increase the milling capacity of the country, and as a result the post-war manufacturing capacity of the trade has been 10,000,000 sacks per annum in excess of consumptive requirements.

A CUMULATIVE EVIL

Many mills were forced to shut down, as it does not pay to operate under 70 per cent capacity. Many of these properties were bought at a figure greatly under their value, and were then started into full operation with an unfair advantage owing to the greatly lessened capital expenditure involved in their purchase. These competitors in turn forced others to the wall, and this process might have continued indefinitely until liquidation faced the whole trade. Flour was being shipped uneconomic distances owing to price-cutting, and bakers were never certain of a basic price for their flour. Many millers with a view to reducing their overhead charges endeavoured to increase their output upon a basis which was not economic. This condition further depressed the market, as the offerings on the aggregate were more than could possibly be consumed.

ASSOCIATION'S OBJECTS

Labour conditions will be adversely affected for a short time, but under the new arrangement there should be regular work and regular wages rather than short time—a condition that has prevailed in many mills over a long period. The scale of wages in the industry is above the average, but many operatives have been worse off than workers in other trades because the mills have been shut down at irregular intervals over considerable periods.

The effect upon flour consumers must be that they will pay a somewhat higher price, but this should be offset by the fact that they will pay a more or less fixed price and know exactly what their costs should be. A series of concessions and special prices have been given in the past up to a point where the bakers had no idea as to the price being paid by their competitors.

The natural effect upon the trade in imported Canadian flour should be favourable; obviously any stabilization of price which can be effected by rationalization will be to the advantage of the Canadian millers exporting to the United Kingdom.

CANADIAN EGGS ON THE ENGLISH MARKET

Douglas S. Cole, Canadian Trade Commissioner

Bristol, September 3, 1929.—For some years Canadian eggs, owing to the high prices being paid in Canada for domestic supplies, practically disappeared from the United Kingdom market, but this year, owing to the low prices in Canada, there has been a revival of imports, and considerable business is being done. Since June over 7,000 cases have been sold through one co-operative concern alone, and it is anticipated that if present conditions prevail in Canada a great increase will be seen in exports in 1930. Eggs from Western Canada are now finding an outlet through Vancouver, coming to England via the Panama Canal. This is one further phase of Western Canadian export trade that will help the Western farmer to go in for more general farming than for concentration on wheat alone as in the past.

SEASONAL PRICE FLUCTUATIONS

An examination of egg prices over the past two years indicates that fluctuations, whilst extreme, remain fairly constant, dependent on the month of the year. Taking for example Irish eggs in 1928, of approximately 15 pounds weight: in January the price of 25s. ($6.07) gradually fell to 18s. 6d. ($4.50, exchange at par), and in February the decline further continued down to 13s. 6d. ($3.28) per 120. At this point they began to go into storage, and large quantities were taken off the market in March, April, May and June, the price fluctuating between 11s. and 12s. ($2.67 and $2.92). With the surplus off, market prices tended to harden, particularly as decreasing quantities were available. By the end of July the price was up to 14s. ($3.40), increasing by the end of August to 16s. ($3.89). The graph for prices steadily ascends from that period until at the end of September they are 18s. 6d. ($4.50), in October 23s. ($5.59), in November 25s. ($6.07)—the peak price—and in December, with very small supplies fluctuating between 25s. and 22s. ($6.07 and $5.34). The above figures check quite closely with 1927 and 1929, allowing for minor fluctuations.

At the time of writing Irish eggs are from 16s. to 17s. ($3.89-$4.13), which is slightly above the price last year.

Very small quantities of fresh-laid English eggs are available, and the price is high at £1 ($4.86). Practically no Dutch eggs are on sale in the West of England, although considerable quantities of Dutch storage are to be found in London and on the East Coast.

Danish preserved always find an excellent market in the West of England as this is an old trade and they are very well known. At the beginning of September they are around 14s. 6d. ($3.52) for 12-pound eggs.

In keeping with the gradual trend of increased prices from June, French supplies have increased from about 10s. ($2.43) in April until supplies from Brittany for 15-pound eggs are about 13s. 6d. to 14s. ($3.28 to $3.40). Supplies from Normandy obtain a slightly increased premium and sell at 15s. to 16s. ($3.65-$3.89) owing to being larger in size.

Canadian eggs are still too high in price to obtain a very large market and prices will have to be still lower in Canada if we hope to have very heavy shipments.

ECONOMIC CONDITIONS IN THE NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, September 2, 1929.—The increase in export of coal is one of the most encouraging features of the current industrial situation in the North of England, and while this industry unfortunately is still in a serious position as regards profits to employers, wages to operators and employment, the improved demand for steam and bituminous coal which developed earlier in the year in the Durham and Northumberland districts has been well maintained.

Moreover, recent reports from this district anticipate that September will be quite as busy as August, and a good inquiry is looked for up until the end of the year.

The wages dispute in the Lancashire cotton industry, as previously reported, brought about the closing of the mills on July 29, and threw some 500,000 workers out of employment. The stoppage was finally brought to an end following a decision by a Board of Arbitration composed of an independent authority and two representatives of employers and employed, which unanimously decided that, beginning on September 9, wages should be reduced by 6·41 per cent, which is virtually half the amount that the employers demanded. The board added that wage reduction, which they described as an "immediate easement," was not the only remedy needed, and it was emphasized that other steps must be taken to alleviate the prolonged depressed state of this trade. Resulting from this decision, the mills reopened on August 19, after a stoppage of three weeks. The immediate market outlook is now of course much clearer. A good deal of inquiry is reported to have accumulated during the stoppage. The statistical position in the yarn section is healthier by reason of this three weeks' idleness, and in the last few days there has been a fair increase in the cloth trade, with the Indian market displaying more interest than for some time past. The publication last week of a report by the Secretary of the International Federation of Master Cotton Spinners and Manufacturers upon the development of the cotton industries of Japan and China served to emphasize once more the seriousness of the competition facing Lancashire cotton mills in world markets, and points to the fact that Japan has now risen to third position in the industry. The author attributes Japan's success to the excellent organization in cotton producing, manufacturing, and marketing, plus a progressive attitude toward new methods and appliances, lower wages and wage costs, and a favourable geographical position in Far Eastern markets.

The Yorkshire wool textile industry has passed through another month of unsettled trade in trying to settle a wages dispute in that industry. Unfortunately, negotiations have not been proceeding smoothly, and no immediate settlement seems in sight. The general position has been complicated by a

reduction of nearly 10 per cent in wages which has already been put into effect in some districts. Meanwhile, it is feared that the wages situation will seriously affect a looked-for revival in business this fall, and current trade remains dull.

While August has maintained its reputation for market inactivity, there are now indications of increased business in the iron and steel trades of this district. Reports from Sheffield point to an improved demand for a number of special types of steel, and the outlook for the next few months on the whole is regarded with optimism. A recent press announcement from Middlesbrough reports that negotiations are virtually completed for an amalgamation of the Northeast Coast iron and steel firms having a total capital of between $100,000,000 and $150,000,000, with the ultimate object a fusing of interests and working agreements between the iron and steel manufacturers concerned.

The demand for cutlery at Sheffield continues on a good scale and the exports of safety razor blades from that district have been very largely increased.

A substantial percentage of the engineering trades are fairly well employed, and some sections are really busy. Electrical engineers, particularly makers of heavy generating plant, and also general constructional firms have been well engaged.

Continued steady employment is reported from Northeast Coast shipyards and a number of new contracts have been given out. Unfortunately, the total amount of work available still remains below the capacity of the industry, and there are a number of unoccupied berths in the various yards.

HAY MARKET CONDITIONS IN SCOTLAND

G. B. Johnson, Canadian Trade Commissioner

Glasgow, September 6, 1929.—The hay crop in England appears to have been a practical failure owing to drought, but this has not been the case in Scotland.

The yield in Scotland, owing to the very dry spring, was in many cases slightly below average. The crop, however, as a result of the dry season, was hard grown and of good quality. Further, the weather in July—during the hay-making season—was specially favourable, with the result that the bulk of the crop was secured in first-class condition, and there was no wastage.

There are a considerable number of large users here who are favourably inclined towards Canadian hay and who will pay a reasonable price to get it—i.e. within 10s. to £1 per long ton of the Scottish product—as long as it is of uniformly high quality. In such a season as the present the demand for the Canadian product will be less than usual, despite the fact that much of it is sold regardless of the quality of the Scottish crop.

It is only good quality No. 2 timothy which can be successfully sold in Western Scotland. A clover mixture is not marketable. Inferior hay of any kind from the Dominion is not wanted, as this quality can be obtained, locally grown, at cheaper prices. When the quality of Canadian hay falls, as it sometimes does, the price is reduced very much out of proportion to the decline in quality, for the reason that a slight reduction of quality places it on a level with the customary quality of Scottish hay, of which there is an abundance. This is particularly applicable to the present year. In other words, there is always a fair market for the best Canadian, varying from year to year with the quality of the Scottish crop, but a very poor one for the second best.

On the East Coast of Scotland, Norway is an important competitor. The supply from this source is a high-grade clover which is popular on the East Coast.

ECONOMIC CONDITIONS IN SCOTLAND

G. B. Johnson, Canadian Trade Commissioner

Glasgow, September 6, 1929.—Scottish shipbuilders launched during August 28 vessels of 57,000 tons. The Clyde proportion was 18 vessels of nearly 49,000 tons, making an eight months' total for that river of 150 vessels of 372,000 tons. This was less by only 67,000 tons than the record for the period, which was reached in 1920.

In some branches of the Scottish steel and iron industry there is a slightly larger volume of export inquiry, but in other respects conditions are practically unchanged. The works are moderately well employed.

Better conditions now prevail in the coal-mining industry, and during the past month those collieries in active operation have been working full time. Prices have remained firm, as the home demand has been on a larger scale and the export demand has expanded considerably.

In these notes some weeks ago a brief account was given of the opening of the new coal distillation plant of the Bussey Company at Glenboig, near Glasgow, the forerunner of about twenty others to be erected throughout the country within the next two years. An interesting proposal to the Glasgow Corporation from the company has just been made, and has been recommended for acceptance by the Corporation Gas Committee. The proposal is to supply the city with gas, extracted by the new process, at a price much cheaper than it can be manufactured by the corporation at their present works under the old system. The gas will be a by-product of the Bussey process of obtaining oils and smokeless fuels from coal, and the offer is an indication of the financial possibilities of this system of low-temperature carbonization of coal.

SCOTTISH MARKET FOR EVAPORATED AND CANNED APPLES

G. B. Johnson, Canadian Trade Commissioner

Glasgow, September 2, 1929.—As between evaporated and canned apples, the latter, solid pack—water pack is quite obsolete in Scotland—is by far the bigger seller and is bought by bakers, hotels, and various establishments for pies, tarts, etc. Such evaporated apples as are sold are bought by the housewife in the grocers' shops, and the trade is much greater in England than in Scotland, apart from difference in population, because the Scottish housewife does not go in for baking as does her English sister. Despite the fact that England's population is eight or nine times that of Scotland, the sale of solid pack apples is greater in the latter country than in the former. These are costing the jobber about 22s. or about $5.30 per dozen.

It should not be inferred from the above that evaporated apples are a dead line in Scotland: the grocers buy them, but only in small quantities of a case or two at a time, whereas the solid pack are sold in 50- and 100-case lots. One firm of produce brokers state that probably 75 per cent of the evaporated apples sold in Scotland is disposed of in Aberdeen for supplying trawlers. But the whole trade is a small one compared with that in the tinned variety.

The best quality of those imported is Oregon/Washington, of which some have sold recently at the following prices, c.i.f.:—

Extra Choice 50's, 69s. 6d. per cwt., or about $14.90 per 100 pounds.
Extra Choice 25's, 71s. 9d. or $15.40 per 100 pounds.

These prices are a few shillings advance on the opening.

The next in favour is Californian. To-day's quotations for Californian, c.i.f., are:—

Choice 67s. 6d. or about $14.50 per 100 pounds.
Extra Choice, 10s., or about $15.20 per 100 pounds.

There are practically no imports of apple rings from New York State. One firm who have had some experience of Canadian evaporated apples (in rings), Standard grade, describe them as o fa lower grade than Californian Choice. In fact, the Californian evaporated drove out the Canadian because of superior quality, just as the solid pack gallon apple of California or Oregon supplanted the old Canadian water pack and monopolized this market until a year or two ago.

In order to tempt buyers, Canadian apples would have to come in much cheaper than the prices given above.

Apart from the great trade in ordinary gallon apples—the tins containing 6 pounds of fruit—there is a good prospect for solid pack apples in tins containing 2½ pounds for sale in grocers' shops to households. This line, to be sold at 9½d. to 11½d. (19 cents to 23 cents), would become popular, as fresh apples at certain periods cost 7d. to 10d. per pound (14 cents to 20 cents), and which for value—that is, quality and price combined—could not stand comparison with solid pack canned. If some important Canadian packer would consider spending money on advertising, results would no doubt justify the expenditure, as when the value became appreciated by the housewife there would probably be very heavy sales.

OVERSEA TRADE OF AUSTRALIA, 1928-29

C. Hartlett, Office of the Trade Commissioner

Melbourne, August 15, 1929.—Preliminary returns (subject to revision) of the oversea trade of Australia for the fiscal year ended June 30, 1929, have been issued by the Commonwealth Statistician. They disclose a total trade of £288,408,208, comprising imports valued at £143,628,033 and exports at £144,780,175.

Total imports and exports compare in value with those of the previous year as follows:—

	1927-28	1928-29
Imports	£147,944,970	£143,628,033
Exports	143,213,070	144,780,175

Allowing for bullion and specie included in the above figures, imports of merchandise show a decrease of £3,665,149 and exports an increase of £1,381,333.

AUSTRALIAN OVERSEA TRADE IN RECENT YEARS

The fluctuations in Australian oversea trade during the past five fiscal years are illustrated in the following table:—

	Total Imports	Total Exports
1924-25	£157,143,296	£162,030,159
1925-26	151,638,178	148,771,934
1926-27	164,716,594	145,140,367
1927-28	147,944,970	143,213,070
1928-29	143,628,033	144,780,175

IMPORTS INTO AUSTRALIA, 1928-29

The value of Australian imports, under general classifications, during the last two fiscal years is appended for the purpose of comparison:—

	1927-28	1928-29
Foodstuffs of animal origin	£ 2,866,708	£ 2,369,324
Foodstuffs of vegetable origin	6,605,536	6,246,194
Wines and spirits	1,767,497	1,871,190
Tobacco, cigars, etc.	2,960,620	2,694,330
Live animals	120,007	162,319
Animal substances (not foodstuffs)	2,182,966	1,957,476
Vegetable substances and fibres	3,242,367	3,007,714
Apparel, textiles, etc.	38,488,491	36,703,587

IMPORTS INTO AUSTRALIA, 1928-29—*Concluded*

	1927-28	1928-29
Oils, fats and waxes	£ 9,872,014	£ 11,099,252
Paints, varnishes, etc.	778,663	784,042
Stones, minerals, ores, etc.	1,060,830	1,010,639
Metal manufactures and machinery	42,801,886	42,854,315
Rubber and leather and products	4,157,292	2,939,316
Timber and manufactures thereof	5,818,541	4,885,776
Earthenware, China, etc.	2,422,822	2,470,259
Paper and stationery	7,873,998	7,835,234
Jewellery and fancy goods	2,621,411	2,656,782
Optical and scientific instruments	1,464,794	1,445,510
Drugs, chemicals and fertilizers	4,811,212	5,176,240
Miscellaneous	4,979,163	5,100,621
Gold, silver and bronze specie	1,048,152	357,913
Totals	£147,944,970	£143,628,033

The principal decreases in imports were in furs, which fell from £739,748 to £453,215; hosiery, from £1,348,950 to £1,150,416; carpets, linoleums, and other floor coverings, from £2,709,056 to £2,509,330; cotton and linen piece goods, £8,593,908 to £7,571,121; woollen piece goods, £2,525,179 to £1,491,128; towels and towelling, £560,919 to £443,912; woolpacks, £731,419 to £533,400; and sewing and other cottons, £916,949 to £785,530.

On the other hand, there were increases in importations of silk piece goods from £5,963,339 to £6,534,134; velvets, plushes, etc., from £450,698 to £630,556; corn and flour sacks, £2,365,723 to £3,103,924; artificial silk yarns, £577,177 to £785,960; and cotton yarns, £672,496 to £858,719. Motor cars, bodies, and parts increased from £1,116,419 to £1,461,895; motor chassis, £7,140,368 to £9,204,871; and petroleum spirit, £6,126,562 to £6,861,385.

IMPORTS OF INTEREST TO CANADA

The total values of some of the principal imports into Australia in 1928-29, of which Canada was one of the sources of supply, together with increases or decreases in comparison with the previous year, are shown below:—

	Total Imports 1928-29	+ Increase — Decrease
Canned fish	£1,265,529	+ £ 124,036
Pulp for paper making	151,839	— 156,420
Gloves	516,799	+ 11,287
Hosiery	1,150,416	— 198,534
Boots and shoes	487,078	— 951
Fur skins	453,215	— 286,533
Electrical machinery and appliances	6,131,028	— 995,887
Agricultural machinery	614,243	— 77,100
Pipes and tubes	1,805,761	+ 251,184
Motor bodies and parts	1,461,895	+ 345,476
Motor chassis and parts	9,204,871	+ 2,064,503
Other vehicles and parts	2,490,017	+ 468,715
Rubber tires	443,132	— 639,508
Timber, dressed	1,104,793	— 151,434
Timber, undressed	3,084,036	— 728,362
Paper, printing	3,046,868	— 39,155
Paper, writing and typewriting	610,617	+ 10,052
Wallpapers	138,232	+ 8,437
Paper, wrapping	365,896	— 7,159
Phonographs	341,648	— 31,062
Calcium carbide	28,032	+ 3,880
Cyanide of potassium	44,101	+ 7,157
Pianos	81,490	— 36,514
Player pianos	275,638	— 281,335
Piano and player piano parts	92,976	+ 12,387

EXPORTS FROM AUSTRALIA, 1928-29

The comparative figures of the exports from Australia during the last two fiscal years are submitted for general information as follows:—

	1927-28	1928-29
Foodstuffs of animal origin	£ 13,286,440	£ 15,882,232
Foodstuffs of vegetable origin	29,279,033	36,528,760
Wines and spirits	1,144,435	574,214
Tobacco, cigars, etc.	483,369	527,856
Live animals	262,594	314,310
Animal substances (hides, wool, etc.)	76,602,275	71,497,491
Vegetable substances and fibres	1,056,154	1,004,361
Apparel and textiles	549,589	530,841
Oils, fats and waxes	1,360,553	1,713,880
Paints, varnishes, etc.	43,276	60,845
Stones and minerals	2,588,844	1,633,272
Metals, machinery, etc.	6,815,556	6,133,370
Rubber and leather goods	696,049	637,823
Timber and wood manufactures	1,317,818	1,242,976
Earthenware, china, etc.	134,773	93,881
Paper and stationery	250,289	245,534
Jewellery and fancy goods	157,136	227,271
Optical and surgical instruments	274,055	346,696
Drugs, chemicals and fertilizers	537,726	646,759
Miscellaneous	2,623,551	1,011,283
Gold, silver and bronze specie	3,749,555	3,926,520
Total	£143,213,070	£144,780,175

As usual, wool and wheat were the principal exports in 1928-29. They represented more than half the total value of oversea shipments from Australia. Wool exports (greasy, scoured, and tops) were valued at £61,615,245, or £4,481,873 less than in the previous year. On the other hand, the value of wheat exports (£20,372,624) was £5,742,725 higher. Butter increased from £6,905,933 to £7,543,187; frozen meats (beef, lamb and mutton), £3,566,473 to £5,054,330; flour, £5,229,463 to £6,001,543; dried currants, £177,605 to £597,671; raisins, £1,398,595 to £1,620,477; and cane sugar, £4,020,095 to £5,097,017. Owing to an adverse season there was a marked decrease in the export of apples, which fell from £1,636,000 to £709,671, and lack of oversea markets caused a decline from £1,062,408 to £500,816 in wine exports.

CANADIAN-AUSTRALIAN TRADE

The revised and complete statistics of Australian oversea trade during 1928-29 will not be available until April or May of next year, when, as in former years, a detailed statement of Canadian trade with Australia during the period will be prepared for the information of interested manufacturers and exporters.

PROHIBITION OF AUSTRALIAN ARMS OR FLAG ON GOODS

C. Hartlett, Office of the Trade Commissioner

Melbourne, August 15, 1929.—By proclamation dated December 7, 1928, the importation into Australia is prohibited of all goods to which, or to the coverings of which, there is applied a representation of the arms or a flag of the Commonwealth or a representation so nearly resembling either as to be likely to deceive, unless the consent in writing of the Minister of State for Trade and Customs to such importation has first been obtained.

Owing to a representation of the Australian flag on the label, two consignments of canned goods from Canada were recently detained by the Commonwealth Customs, but were released upon application by this office. It is understood, however, that, with the exception perhaps of goods now on the water, the provisions of the proclamation will be strictly enforced on all future imports.

MACHINERY FOR NEW ZEALAND RAILWAYS

Mr. C. M. Croft, the Canadian Trade Commissioner to New Zealand has cabled to the Department of Trade and Commerce the following tenders, which are receivable by the General Manager of the New Zealand Railways until noon on October 28: "*Air compressors,* three, with piston displacement 100 cubic feet at 100 pounds pressure at 350 r.p.m.; five with 75 feet, same pressure at 275 to 300 r.p.m.; and one with 50 feet same pressure at 275 to 300 r.p.m.—all with motors, belts and attachments. *Ten lathes,* 6½-inch centres, 6-foot beds, sliding surfacing and screw cutting hollow spindles, cone heads, belt drive. *Eighteen sensitive drills,* light column type, capacity up to 3-inch, detailed specification by mail. *Seven screwing machines,* single head, one of which capacity up to 1-inch Whitworth thread, four up to 1½-inch and two up to 2½-inch, all die heads preferably Landis type. *Twelve shaping machines,* stroke 14 or 15 inches table traverse, 15 inches horizontal, 12 inches vertical, table top 10 by 14 inches, and height 13 inches. *One mechanical hammer upright,* Helve type, weight of ram 200 pounds suitable welding up to 3½-inch diameter. *Eleven punches and shears,* hand lever type, to punch ⅜-inch holes in $\frac{5}{16}$-inch plate, depth of gap from centre of punch 43 to 44 inches and cut flat iron $\frac{5}{16}$-inch round, and square iron $\frac{7}{16}$-inch, angle and tee iron 2-inch by $\frac{3}{16}$-inch; length of knives 2⅜-inch. *Nine squirrel cage electric motors,* six 5 h.p. and three 10 h.p. Details being forwarded, available for inspection Ottawa about October 16."

This inquiry is drawn to the special attention of Canadian manufacturers of machinery as described. Any firms who may wish to receive specifications should communicate as early as possible with the Department of Trade and Commerce, Ottawa (quoting file No. 19016).

TRADE OF TRINIDAD IN 1928

F. L. Casserly, Office of Trade Commissioner

III—Principal Imports—*Continued*

Hardware.—Of cash registers; casket hardware; house, office, cabinet or store furniture of iron or other metal, total imports were valued at £12,153—an increase of £10,075 over the imports in 1927: United Kingdom, £7,753; United States, £2,745; and Canada, £1,442.

The number of typewriters imported was 180 valued at £2,713—an increase of 43 in number and £640 in value over the 1927 figures. The United States was the chief country of origin.

Imports of other kinds of hardware totalled £56,953 in value, a decrease of £27,444. The net decrease in imports of hardware of all kinds was thus £16,729. Of "other kinds" the United Kindom accounted for £25,272, Germany for £10,987, the United States for £17,392, and Canada for £1,522.

Hats and Bonnets.—Total imports £37,757: United Kingdom, £27,817, and Italy and Germany most of the remainder.

Hay and Chaff.—Of total imports amounting to 368,203 pounds valued at £1,423, Canada supplied 357,348 pounds worth £1,385, and British Guiana, Brazil, and the United States between them the small remainder.

Hemp Manufactures.—Total imports £3,382: United Kingdom £2,992, and France, Germany, and the United States the rest. These figures do not include cordage and twine.

Hides and skins to the total value of £4,862 were imported, mainly from Venezuela and the Dutch West Indies.

Implements and tools for agricultural use were imported to the total value of £12,139: United Kingdom, £9,330; United States, £2,365; Canada, £217.

Other kinds of implements and tools—largely artisans'—totalled £40,261: United States, £25,218; United Kingdom, £11,815; Germany, £2,374; Canada, £515.

India-rubber manufactures, consisting largely of druggists' sundries and surgical requirements, were imported to the total value of £5,984: United Kingdom, £2,332; United States, £2,048; Canada, £1,293.

Jams, Jellies, and Preserved Nuts.—Total imports of jams, jellies, and marmalade were 99,702 pounds valued at £2,548, almost entirely from the United Kingdom, whose brands have for generations been household words in the colony.

Canned and bottled fruits were imported to the total quantity of 102,901 pounds valued at £3,392: United States, 87,304 pounds (£2,725); France, 5,343 pounds (£187); United Kingdom, 4,228 pounds (£225); Canada, 3,888 pounds (£158). Inconsiderable quantities of other kinds of preserved fruits were also imported, mainly from the United Kingdom and France.

Lard and Its Substitutes.—Total imports were 2,754,693 pounds valued at £65,011—a decrease of 263,459 pounds in quantity and £8,034 in value below the 1927 figures. The reason is the more extended use of edible oils for cooking purposes. The United Kingdom supplied 2,543,215 pounds (£59,054); Canada, 152,759 pounds (£3,657); and the United States, 58,199 pounds (£2,275).

Leather.—A total of 23,266 pounds of dressed leather was imported valued at £5,286: United Kingdom, 13,685 pounds (£3,061); United States, 5,857 pounds (£1,902); Canada, 785 pounds (£263). Of leather manufactures—largely belting for machinery, but not including boots and shoes—total imports were valued at £3,954: United Kingdom, £1,993; United States, £1,147; Germany, £529; and Canada, £54.

Linen Manufactures.—Total imports £5,682: United Kingdom, £5,523; Canada, £16.

Machinery and Parts Thereof.—As Canada produces many kinds of machinery, and as this item forms a very considerable fraction of Trinidad's import trade—accounting for £622,913 in 1928—a decrease of £180,336 as compared with 1927—details of imports for the year under review are given hereunder:—

(a) Agricultural machinery accounted for a total of £12,722, of which the United Kingdom supplied £5,150, the United States £7,419, and Canada £115. Ploughing apparatus was the principal item.

(b) Sugar Machinery.—Total imports £45,195: United Kingdom, £40,051; United States, £4,839; Canada not represented.

(c) Mining Machinery.—Total imports £479,357: United Kingdom, £206,136; United States, £259,419; Holland, £7,402; Canada, £6,049. These were all brought in for use in the oilfields.

(d) Electric Lighting and Power Machinery for Industrial Purposes.—Total, £17,261: United Kingdom, £14,028; United States, £3,233; Canada, nil.

(e) Railway and Tramway Machinery.—Total, £19,710: United Kingdom, £12,359; United States, £4,985; Germany, £1,275; Canada, £348.

(f) Other Kinds of Industrial and Manufacturing Machinery.—Total, £18,142: United Kingdom, £8,216; United States, £7,306; Germany, £2,223; Canada, £6. Appliances for preparing cocoa and copra and for making bitters were considerable items.

(g) Marine Machinery.—Total, £6,352: United Kingdom, £2,948; United States, £2,075; Holland, £1,124.

(h) Sewing Machines.—Total, £7,410: United Kingdom, £6,696; Canada, £5; United States, £543.

(i) Water and Sewerage Machinery.—Total, £5,029: United Kingdom, £4,976; and the United States the small remainder.

(j) Fire Engines.—Total, £1,029: United Kingdom, £748; United States, £227; Canada, £54.

(k) Printing Machinery.—Total, £2,579: United Kingdom, £1,164; United States, £1,398.

(l) Other Kinds of Machinery (Unspecified).—Total, £8,127: United Kingdom, £6,172; United States, £1,913.

It will be seen that Canada's share of this considerable business is very small. The reason is that English and American manufacturers, who enjoy the bulk of the trade, have long-established connections with the colony, which they are careful to maintain by means of regular visits by their representatives.

Manures.—A total of 2,378 long tons was imported, consisting largely of chemical fertilizers. The trade was divided between the United Kingdom, the United States, the Dutch West Indies, and Venezuela.

Matches.—Total imports 14,007 gross of boxes valued at £2,000, of which the United Kingdom supplied practically all.

Meats.—*(a) Beef and Pork, Pickled and Salted.*—Total imports 3,356,958 pounds valued at £71,514: United States, 1,396,330 pounds (£33,190); Canada, 1,122,100 pounds (£17,813); United Kingdom, 760,678 pounds (£18,809); Argentine Republic, 42,200 pounds (£993). The imports from England were of South American origin. Pickled beef and pork comes in barrels of 200 pounds, and is a good seller.

(b) Canned Meats.—Total imports 218,381 pounds valued at £12,105, of which the United Kingdom supplied 33,002 pounds (£2,856); United States, 37,294 pounds (£2,801); Argentine Republic, 77,116 pounds (£2,724); Uruguay, 55,411 pounds (£2,146); and Canada, 1,650 pounds (£65).

(c) Fresh meat, including game and poultry, was imported in the total quantity of 167,731 pounds valued at £4,863, of which the Argentine Republic supplied 145,171 pounds (£3,517); Canada, 8,005 pounds (£582); United States, 3,502 pounds (£284); and the United Kingdom, 4,053 pounds (£285). The cold storage facilities now available between Canada and the British West Indies should make it possible for Canada's share of this trade to be increased.

(d) Smoked or Cured, including Bacons and Hams.—Total imports 894,268 pounds valued at £35,954, of which the United Kingdom supplied 108,291 pounds (£7,627); Canada, 25,713 pounds (£1,220); the Argentine Republic, 54,620 pounds (£1,378); the United States, 333,887 pounds (£16,637); and Uruguay, 368,768 pounds (£8,763). The imports from the United Kingdom, Canada, and the United States consisted chiefly of bacon and ham; those from the Argentine and Uruguay, of jerked beef.

(e) Other Kinds of Meat (unspecified).—Total imports 3,569 pounds valued at £1,186, mainly from the United Kingdom.

It is worth noting that imports of meats of all kinds increased by £10,323 in value over the total for 1927.

Medicines and Drugs.—Patent and proprietary medicines were by far the largest item under this head. Total importations of these in 1928 were valued at £34,392: United Kingdom, £18,670; Canada, £3,239; United States, £7,747; and France, £1,843. As elsewhere in the British West Indies, patent medicines are extensively sold.

Metals.—Of brass and its manufactures, total imports were £3,193 in value, the United Kingdom and the British East Indies being the principal suppliers.

Iron and steel nails, spikes, rivets, clinches, barbed and plain wire, woven wire fences, and metal gates accounted together for a total of £7,762, of which the United Kingdom supplied £3,085 and Canada £3,894.

Imports of other kinds of metal (unspecified) amounted to £135,578: United Kingdom, £89,914; United States, £30,788; Canada, £3,411; Belgium, £4,390; Germany, £3,542; and Holland, £2,673 Included in this category were many of the metal goods commonly seen in hardware stores.

Milk Condensed, containing not less than 9 per Cent of Butter Fat.—Total imports 77,218 cases of 48 pounds weight valued at £106,043: United Kingdom, 40,197 cases (£61,691); Canada, 18,874 cases (£21,019); Holland, 14,483 cases (£18,304); and the United States, 1,933 cases (£2,799). The English and Canadian supplies comprised almost exclusively two well-known brands. Total imports in 1928 were £5,598 more than in 1927.

Musical Instruments.—Of pianos and organs total imports were 90 in number valued at £4,559. Canada supplied 35 (£1,523); the United States, 26 (£1,255); the United Kingdom, 13 (£940); and Germany, 12 (£750).

Other kinds of musical instruments, comprising chiefly phonographs, accounted for a total of £6,516: United States, £4,016; Germany, £1,094; United Kingdom, £907; and Canada, £310.

Oils.—Total imports of edible oils were 208,513 gallons valued at £52,848, an increase of £22,087 over the corresponding figure for 1927. The United Kingdom supplied 175,477 gallons (£35,901); France, 23,899 gallons (£13,956); and the British East Indies, 6,915 gallons (£2,190). Very little came from Canada. Soya bean oil is widely used for cooking.

Of non-edible oils, a total of 159,022 gallons of kerosene and refined petroleum was imported valued at £12,947, entirely from the United States.

Imports of lubricating oils totalled 194,929 gallons valued at £25,564: United Kingdom, 88,218 gallons (£10,213); United States, 93,260 gallons (£14,119); Canada, 7,568 gallons (£805).

Paint oils were brought in to the total quantity of 31,311 gallons valued at £4,905, almost entirely from the United Kingdom.

The Dutch West Indies suplied total imports of crude and fuel oil amounting to 5,068,382 gallons valued at £26,997; these were entered for home consumption.

Of medicinal oils a total of 2,619 gallons valued at £2,968 was imported, largely from the United Kingdom and the United States; Canada's share was 388 gallons (£789).

Other kinds of oil (unspecified) accounted for 3,454 gallons valued at £942—almost entirely from the United States.

Oilcloth and Linoleum.—Total imports valued at £3,158: United States, £2,275; Canada, £582; United Kingdom, £301.

Paints.—Total imports of paints were 1,006,956 pounds valued at £25,022, of which the United Kingdom supplied 721,432 pounds (£16,199); the United States, 118,367 pounds (£5,457); Canada, 98,162 pounds (£2,682); Belgium 45,808 pounds (£291); and Germany, 13,996 pounds (£193). Note the cheap Belgian and German paints. The Government and other public bodies in Trinidad imported from the United Kingdom during the year 70,132 pounds of paint valued at £1,293, and from Canada 2,068 pounds valued at £66. These imports (on which of course no duty was levied) are included in the figures given above.

Polishes and Varnishes.—Total imports 7,807 gallons valued at £3,502: United Kingdom, 2,199 gallons (£969); Canada, 3,779 gallons (£813); United States, 1,665 gallons (£1,609). Turpentine and substitutes thereof were also imported in very small quantities, chiefly from England and the United States. Canada shipped 408 gallons (£74)—about 9 per cent of the total.

Paper.—Newsprint and wrapping paper were imported to the total value of £34,185. of which Holland supplied £14,482 (largely wrapping, made from straw); the United Kingdom, £3,838; Canada, £4,937 (newsprint); the United States, £4,176; Germany, £2,274 (largely wrapping); and Norway, £1,729. Although Canada's share of this trade increased from £1,722 in 1927 to £4,937 in 1928, chiefly owing to one of the local newspapers having made a contract with a Canadian mill, there is still room for improvement.

Imports of other kinds, including writing paper, totalled £32,370, of which the United Kingdom supplied £17,639, the United States £6,708, Canada £1,608, Austria £2,044, France £1,122, Germany £1,636, and Holland £1,035.

Pickles, Sauces and Condiments.—Total imports £5,249: United Kingdom, £3,626; United States, £1,066; Canada not represented, although several well-known American manufacturers have Canadian branches.

Plate and plated ware was imported to the total value of £3,146, the United Kingdom supplying over 90 per cent. Canada's share was £19.

Provisions, Unenumerated.—This item includes many kinds of foodstuffs—e.g. breakfast and patent foods, cereals and the like. Total imports were valued at £15,113, of which the United Kingdom supplied £5,252, the United States £4,864, and Canada £2,327.

Saddlery and harness to the total value of £3,480 was brought in, almost entirely from the United Kingdom.

Salt.—Imports of coarse and rock salt totalled 667 long tons valued at £1,248, the principal suppliers being the British and Dutch West Indies.

Imports of fine and table salt totalled 6,192,355 pounds valued at £8,678, the United Kingdom supplying about 90 per cent and the Dutch West Indies the remainder.

Ships and Boats.—Four vessels were imported totalling £6,871 in value. The United Kingdom supplied two (i.e. launches) valued at £6,835; the others were small craft from the British West Indies and the United States.

Silk manufactures, consisting largely of ladies' apparel and hosiery, were imported to the total value of £26,349: Japan, £12,377; Canada, £6,355; and the United Kingdom, £5,015.

Soap.—Of common soap, including that for laundry and polishing use, total imports were 4,399,356 pounds valued at £65,666, of which 3,619,414 pounds (£54,088) came from the United Kingdom, 297,199 pounds (£4,934) from Canada, 301,015 pounds (£4,041) from Holland, and 151,013 pounds (£2,197) from the United States.

Imports of toilet or fancy soap were 124,569 pounds valued at £8,197: United Kingdom, 93,940 pounds (£5,666); United States, 17,554 pounds (£1,598); Canada, 4,678 pounds (£358); and France, 3,809 pounds (£271).

Total imports of soap of all kinds increased over 1927 by 307,080 pounds in quantity and £5,730 in value.

Spices.—Total imports 450,085 pounds valued at £13,820. The principal countries of supply were the United Kingdom, British East Indies, and Morocco. All these imports were entered for home consumption.

Spirits.—The chief item under this head was of course whisky, of which a total of 13,685 gallons valued at £16,070 was imported, the United Kingdom supplying 12,146 gallons (£14,253) and Canada the small remainder. As elsewhere in the British West Indies, the demand is mainly for Scotch whisky.

Of gin, total imports were 5,100 gallons valued at £3,331—from the United Kingdom and Holland in about equal quantities.

Imports of brandy, mainly from France, totalled 8,077 gallons (£9,249); and although quite good rum is made in Trinidad, 8,808 gallons worth £1,545 were imported, almost entirely from British Guiana.

Cordials and liqueurs came chiefly from England and France; total imports 2,407 gallons (£4,459).

Medicinal spirits accounted for a total of 5,073 gallons valued at £8,301—mainly from the United Kingdom and the United States in about equal proportions, although small quantities were supplied by other countries—e.g. from Canada 187 gallons (£534).

Bay rum totalled 4,941 gallons valued at £1,047—chiefly from British Guiana and the British West Indies.

Stationery.—Total imports under this head (which does not include paper) were £17,394: United Kingdom, £11,982; United States, £3,387; Canada, £1,434. Miscellaneous office and home requisites were the principal items.

Stones and Slates.—Stones for building purposes were imported to the total value of £2,424, chiefly from the United Kingdom. A total of 19,000 slates valued at £418 also came in: United States, 12,000 (£316); Belgium, 7,000 (£102). Tiles are often used for roofing; they are quite safe, Trinidad not being in the earthquake zone. Wooden shingles are very seldom seen; they would not last in the damp climate.

Sugar, Refined.—Total imports 4,109,238 pounds valued at £38,041, of which Canada supplied 4,091,273 pounds (£37,771), and the United Kingdom, the United States, and the Dominican Republic the negligible remainder. This trade increased over 1927 by 923,500 pounds (£6,708).

Tea.—Total imports 207,712 pounds valued at £20,432: United Kingdom, 140,224 pounds (£15,036); British East Indies, 46,711 pounds (£3,374); Canada, 12,330 pounds (£1,507); China, 6,878 pounds (£423).

Tobacco.—Unmanufactured tobacco, mainly for use in the local cigarette industry (which is controlled by a world-wide concern) was imported in the total quantity of 654,847 pounds valued at £47,586, almost entirely from the United States.

Imports of cigars, chiefly from Jamaica, totalled 1,494 pounds (£1,547).

Cigarettes totalled 35,864 pounds valued at £12,480, of which the United Kingdom supplied about three-fifths, and the United States almost all the remainder. Canada was not represented in this trade.

Other kinds of tobacco (mainly for smoking in pipes) totalled 8,929 pounds valued at £2,705; the United Kingdom supplied about 80 per cent, and the United States practically all the rest.

Toys and Games.—Total imports £11,581: United Kingdom, £6,620; Germany, £2,912; Canada, £274.

Umbrellas and Parasols.—As the weather is rainy in Trinidad for at least half of the year, umbrellas are in fairly considerable demand, taking into account the composition of the population. Total imports in 1928 totalled £4,327: United Kingdom, £3,361; Germany, £650; and Canada, £188. Umbrellas of moderate cost are the best sellers.

Vegetables.—Dried, canned, or preserved vegetables—including peas, asparagus, tomatoes, pears, peaches, cherries, strawberries, etc.—were imported in the total quantity of 118,527 pounds valued at £4,004. The United Kingdom supplied 11,112 pounds (£484), Canada 30,914 pounds (£772), and the United States 40,699 pounds (£1,186).

Potatoes.—Total imports 7,376,109 pounds valued at £31,379: Canada, 5,678,750 pounds (£24,216); United States, 867,920 pounds (£4,051); Holland, 647,394 pounds (£2,180); and the small remainder from Bermuda, British Guiana, Belgium, and Germany. With only about one-third of Jamaica's population, Trinidad imports about four times as much potatoes as does that country. Jamaica produces great quantities of yams and other tropical vegetables, which are used by the peasantry.

Onions and garlic accounted for a total of 2,787,187 pounds valued at £24,544, the principal countries of supply being Portugal (1,381,311 pounds valued at £9,649), Holland (1,015,790 pounds valued at £9,721), and the United Kingdom (94,975 pounds valued at £1,028). Canada's share of this business was insignificant.

Other kinds of fresh vegetables (unspecified) totalled £8,103 in value (Canada £315, British West Indies £3,865, United States £2,031). Imports of all kinds of vegetables increased in value by £12,599 over 1927.

Watches.—Imports totalled 9,144 in number valued at £1,327. Germany supplied 7,564 (£1,052) and Canada 888 (£129), the small remainder of this business being divided between the United Kingdom, the United States, and several European countries.

Wine.—Total imports of all kinds of wine, including claret, grave, sauterne, champagne, hock, port, sherry, vermouth, etc., amounted to 134,526 gallons valued at £62,400—an increase of 23,533 gallons in quantity and £10,366 in value over the 1927 total. France, Spain, and Portugal were of course the principal countries of supply; Canada is credited with 505 gallons valued at £234.

Wood and Timber.—Of undressed pitch pine total imports were 5,070,570 superficial feet valued at £55,650—practically all from the United States.

Other kinds of undressed lumber totalled 2,900,460 superficial feet valued at £22,076, of which Canada supplied 2,158,572 feet (£19,264) and the United States 716,994 feet (£2,390).

Dressed pitch pine totalled 2,939,134 superficial feet valued at £37,902—entirely from the United States except for 99,166 feet from Canada (£1,363).

Of other kinds of dressed lumber, Canada was the sole supplier with 1,118,445 superficial feet (£13,344) to her credit.

The lumber imported from Canada consisted mainly of Douglas fir, with smaller quantities of white pine and Eastern Canada spruce.

Shooks, staves, and headings of oak—principally for rum puncheons—totalled £6,673—practically all from the United States.

House, office, cabinet, or store furniture of wood accounted for a total of £10,960: Germany, £2,889; Canada, £2,631; United Kingdom, £2,183.

Other kinds of wooden manufactures, unspecified, totalled £5,748, of which the United Kingdom supplied £1,667; Canada, £931; the United States, £931; and Germany, £812.

Woollen manufactures—largely underwear, blankets, serges, tweeds, etc.—totalled £46,569—nearly all from the United Kingdom.

Of goods not otherwise enumerated, total imports were £72,916 in value: United Kingdom, £27,721; United States, £28,497; Germany, £6,770; France, £2,661; Canada, £1,978.

Bags, Trunks and Valises.—Total importations, including travelling and tool bags, £5,984: United Kingdom, £3,945; Canada, £1,320; United States, £440; Germany, £272.

BRITISH WEST INDIES TO HAVE AIR SERVICE

By F. L. Casserly, Office of the Trade Commissioner

Port of Spain, September 4, 1929.—Within a fortnight or so the Pan-American Airways Inc. of New York will include certain of the British Eastern Caribbean Colonies within its air service. For some months past, representatives of the company have been in Trinidad and also in other parts of the British West Indies, negotiating with the authorities. The Trinidad Government has decided to give the company temporary operating rights, with permission to bring mail to and from the Island. The Antigua Government has already given permission for this to be done, as has the Government of Dutch Guiana.

According to present plans the service will be started with one airplane from San Juan, Porto Rico to Port of Spain, Trinidad, stopping en route at St. Thomas, St. John (U.S.), Antigua and St. Lucia, where refuelling stations have been temporarily established. From Trinidad the airplane will proceed to Georgetown (British Guiana). For the present one airplane will traverse this route back and forth every week; but the company expects to increase the number of machines to three, which will connect with the tri-weekly service from Miami to Porto Rico.

The establishment of an all-British air service between the British West Indies, British Guiana, Venezuela and Canada, has been projected in London. This service, unlike the American one, is intended to include Jamaica. A company styled Atlantic Airways Ltd., has been formed, but so far no definite operating arrangements appear to have been made.

TRADE COMMISSIONERS ON TOUR

Mr. Muddiman

Mr. A. B. Muddiman, Canadian Trade Commissioner in Italy, will visit the following cities and towns:—

Halifax	Sept. 27, 28
St. John	Sept. 30, Oct. 1
Quebec	Oct. 3 to Oct. 5
Renfrew	Oct. 9
Smith's Falls	Oct. 11
Windsor	Oct. 14
London	Oct. 16
Hamilton and Guelph	Oct. 17 to Oct. 19
Montreal	Oct. 22 to Nov. 2

Mr. Young

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will be in Hamilton from September 23 to September 25; in Toronto from September 26 to October 12; and in Oshawa on October 14.

Mr. McColl

Mr. E. L. McColl, Canadian Trade Commissioner in Argentina, will be in Welland on September 23 and in Niagara Falls on September 24.

Mr. Poussette

Mr. Poussette will be in Montreal until September 30.

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Toronto, to communicate with Mr. Alex. Marshall, Canadian Manufacturers' Association, and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND ELEVEN MONTHS ENDED AUGUST, 1921, 1922, 1928 and 1929; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of August				Eleven months ended August				United States Tariff Rates in force		
	1921	1922	1928	1929	1921	1922	1928	1929	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)–											
Cattle.....No.	9,131	37,522	33,157	31,509	231,681	167,717	275,704	211,230			
$	189,290	894,583	2,080,750	1,572,275	14,970,944	3,354,253	14,376,313	11,580,727	Free	30 p.c.	(a)
Horses.....No.	139	55	28	52	2,050	1,757	447	388			
$	42,285	6,305	4,948	8,880	481,620	374,268	87,928	77,587	10 p.c.	10 p.c.	(b)
Poultry.....No.	72,142	43,294	78,486	62,083	718,057	661,551	660,385	630,345			
$	58,062	33,316	50,237	43,334	769,060	639,507	567,079	560,189	1c. per lb.	1c. per lb.	3c. per lb.
Sheep.....No.	7,681	10,483	176	120	136,536	70,511	16,475	9,270			
$	40,851	49,647	3,178	2,219	1,184,950	387,762	160,912	107,583	Free	(c)	$2 per head
Fruits—											
Apples, green or ripe.....Brl.	16,388	277	1,335	291	28,633	393,790	55,341	41,618			
$	63,766	1,043	4,600	927	125,600	2,002,777	277,788	224,179	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....Lb.						658,754					
$						76,092			1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....Lb.			1,062,171	1,391,949			2,504,346	2,405,137			
$	143,190	195,236	102,055	173,241	250,337	294,790	255,832	285,097	½c. per qt.	½c. per qt.	1½c. per lb.
Grains—											
Barley.....Bush.	1,008			84,006	1,306	16,629	68,756	96,479			
$	572			67,205	992	12,172	30,603	73,843	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....Bush.	24	50	898	19,046	3,592	9,877	137,946	36,517			
$	24	218	4,582	75,469	14,714	35,929	514,170	155,114	25c. bu. 60 lb.	2c. lb.	1¾c. lb.
Buckwheat.....Bush.	1,078		42		251,615	99,596	66,024	63,354			
$	1,590		39		297,830	83,683	54,330	56,784	Free	Free	10c. per 100 lb.
Oats.....Bush	23,823	127,035	175	58	2,822,129	2,079,915	686,378	32,936			
$	11,273	56,157	119	43	1,369,756	985,456	406,966	18,008	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, whole.....Bush.	11,670	600	243	1,773	96,269	105,184	106,497	35,473			
$	42,460	1,380	699	7,233	369,345	347,554	233,305	128,006	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split.....Bush.	1,350				7,755	14,455	2,086	45			
$	3,055				19,451	54,180	5,722	122	20c. bu. 60 lb.	20c. bu. 60 lb.	1¼c. lb.
Rye.....Bush.	3,744	1,639			310,664	85,224	1,522				
$	4,027	836			502,791	69,688	1,215		Free	Free	15c. bu. 56 lb.
Wheat.....Bush.	721,354	1,775,173	1,191,579	352,154	47,735,082	15,772,986	9,006,263	8,320,346			
$	1,321,220	2,186,882	1,319,497	436,121	99,472,366	18,837,543	10,965,727	9,122,981	Free	35c. per bush.	42c. bu. 60 lb. (d)
Grain Products—											
Bran, shorts and middlings.....Cwt.	32,437	14,561	284,643	213,937	1,290,025	322,247	2,353,602	3,397,118			
$	33,550	21,099	426,126	262,028	1,855,783	341,749	3,575,872	4,637,744	(e)	(e)	(e)
Wheat flour.....Brl.	1,337	39,966	3	3	1,246,250	674,745	6,248	2,671			
$	10,178	285,401	21	20	12,137,093	4,268,418	40,554	16,175	Free	20 p.c.	1·04 p. 100 lb. (f)
Meats—											
Bacon, hams, shoulders and sides...Cwt.	30	55	1,765	1,195	2,729	1,125	38,324	23,687			
$	1,406	1,732	67,078	54,107	99,752	38,289	1,294,323	900,987	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....Cwt.	24,437	14,617	65,590	46,096	237,782	176,342	465,279	288,369			
$	287,245	164,570	1,007,328	738,603	3,325,732	1,978,983	6,548,702	4,741,777	Free	2c. per lb.	3c. p. lb. (g)
Mutton and lamb, fresh, chilled or frozen.....Cwt.	3,771	4,342	212	183	45,702	61,439	11,102	6,686			
$	68,993	100,804	3,136	4,579	1,128,279	1,068,938	219,521	151,771	Free	2c. per lb.	(h)

Pork, fresh, chilled or frozen.....Cwt.	86	59	8,291	3,426	6,003	6,101	82,749	42,353			
$	3,061	2,113	160,367	59,714	218,413	151,069	1,553,810	881,060	Free	2c. per lb.	¾c. per lb.
Pork, dry-salted and pickled.....Cwt.		8	55		1,222	339	7,025	621			
$		134	1,219		15,751	2,051	132,921	13,165	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed.....Lb.				8,222				157,556			
$	2,898	1,198	4,029	2,525	482,472	725,204	74,734	51,689	2c. per lb.	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts.....Cwt.	663	760	3,246	3,292	17,001	11,353	60,834	47,873			
$	9,443	11,122	53,359	51,575	284,961	149,485	793,261	686,928	Free	25 p.c.	20 p.c.
Milk and milk products—											
Butter.....Lb.	81,847	3,190	11,100	4,600	1,767,527	2,698,756	184,100	81,900			
$	29,432	1,510	4,076	1,893	824,594	976,507	51,718	30,362	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cheese.....Lb.	3,615	567,200	825,500	863,800	306,973	4,678,257	10,809,800	8,722,200			
$	1,347	89,832	201,955	176,062	88,389	902,567	2,289,480	2,031,220	20 p.c.	23 p.c.	(j)
Cream.....Gal.	190,518	217,205	361,867	329,767	1,140,418	1,665,103	3,017,310	2,249,233			
$	296,103	331,540	644,347	668,730	1,754,772	2,441,964	5,521,794	4,580,684	Free	5c. gal. (k)	30c. gal. (k)(l)
Milk, fresh.....Gal.	116,895	90,248	511,894	426,479	1,166,755	937,457	3,476,029	3,310,251			
$	24,429	17,195	104,790	95,721	300,621	212,866	722,560	759,225	Free	2c. gal. (k)	3¾c.gal.(k)(m)
Milk, condensed, evaporated and milk powder.....Lb.	635,692	391,369	580,900	342,800	10,711,947	1,719,526	3,506,900	2,326,200			
$	100,964	37,510	67,450	38,573	1,817,835	190,228	364,666	768,137	Free	2c. per lb.	1c.—3c. lb.
Seeds—											
Clover seed, alsike.....Bush.	8,518	1,282	1,448	591	79,587	97,577	130,677	85,422			
$	74,768	10,773	10,389	5,888	880,419	881,030	1,465,713	1,175,492	Free	Free	4c. per lb.
Clover seed, alfalfa and red.....Bush.		78			2,844	7,281	6,258	2,844			
$		780			27,214	75,037	94,165	39,744	Free	Free	4c. per lb.
Clover seed, other.....Bush.	5,436	1,062	1,212	1,329	113,094	59,567	84,275	64,731			
$	21,719	4,713	3,516	1,800	443,940	240,993	268,796	208,063	Free	Free	(n)
Flaxseed.....Bush.	532,881	14,474	252,584	1,907	2,561,122	2,154,502	2,223,454	1,198,317			
$	1,041,321	28,950	454,503	2,133	4,703,602	4,423,688	4,223,132	2,368,434	20c. bu. 56 lb.	30c. bu. 56 lb.	5 6c.bu.56lb.(o
Grass seed.....Bush.	1,078			228	92,450	66,491	92,809	81,554			
$	2,421			326	201,347	271,935	143,162	187,686	Free	Free	2c. per lb.
Vegetables—											
Potatoes.....Bush.	38,718	2,270	5,001	79,586	2,581,037	1,701,228	3,869,670	2,112,144			
$	45,750	1,441	1,844	78,173	1,672,835	1,107,543	3,129,831	961,127	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar beets.....Ton					11,502	10,481	53,225	40,646			
$					103,175	63,151	323,633	245,521	5 p.c.	5 p.c.	80c. ton 2,240 lb
Turnips.....Bush.	11,410	7,870	11,308	18,457	1,660,703	1,583,750	2,508,131	2,660,237			
$	5,747	2,333	3,585	6,770	402,720	432,009	663,958	580,337	15 p.c.	15 p.c.	12c. per 100 lb.
Miscellaneous Products—											
Eggs.....Doz.	59,803	62,362	42	27,536	264,676	237,924	19,315	46,978			
$	22,157	18,733	12	9,362	134,343	91,385	6,890	15,585	Free	Free	8c. per doz.
Hay.....Ton	522	72	1,852	920	69,347	1,689	71,627	29,890			
$	8,184	1,279	15,635	8,060	1,452,522	36,034	554,914	299,443	$2 ton 2,240 lb.	$2 ton 2,240 lb.	$4 ton 2,240 lb.
Maple sugar.....Lb.	225,792	158,017	288,348	2,021,502	1,542,058	3,819,887	5,478,706	13,461,549			
$	15,916	29,325	57,702	404,363	313,001	405,925	891,005	2,551,890	3c. per lb.	3c. per lb.	4c. per lb.
Tallow.....Cwt.			1,046	115	14,556	11,801	30,092	23,544			
$			7,740	1,020	86,005	64,424	243,750	199,258	Free	Free	½c. per lb.
Wool.....Lb.	1,087	952,396	1,500,688	1,192,977	6,206,768	3,545,739	7,448,471	5,271,486			
$	100	206,871	490,564	289,675	1,534,523	805,778	2,456,380	1,739,767	Free	(p)	(p)
Total value of above commodities.... $	4,028,797	4,796,561	7,361,475	5,348,647	156,129,849	49,902,884	65,587,185	53,213,491			

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than $150 each, $30 per head; more than $150 each, 20 per cent; (c) Sheep, one year old or over, $2 per head; less than one year old, $1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Prior to April 5, 1926, 8c. per lb. (j) Cheese, 5c. per lb. but not less than 25 per cent. Cheese of Swiss or Emmenthaler type subsequent to July 8, 1927, 7½c. per pound but not less than 37½%. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Prior to June 13, 1929, 20c. gal. (m) Prior to June 13, 1929, 2½c. gal. (n) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (o) Prior to June 13, 1929, 40c. bu. 56 lbs (p) Dutiable at various rates. See **Commercial Intelligence Journal** No. 974, Sept. 30, 1922, pages 516-7.

ECONOMIC CONDITIONS IN BRITISH GUIANA*

F. L. Casserly, Office of the Trade Commissioner

EXPORTS AND IMPORTS

Port of Spain, September 3, 1929.—According to a recent isue of the *Commercial Review,* the monthly journal of the Georgetown Chamber of Commerce, British Guiana is experiencing considerable financial and commercial depression. Exports for the six months ending June 30 last totalled $5,352,435 in value, as against $7,576,764 for the corresponding period of 1928. Although shipments of sugar and rice during the second half of the present year will probably be fairly heavy, it is considered unlikely that the colony's total trade for 1929 will exceed $12,000,000 in value—which would be almost $3,000,000 less than in 1928 and $4,000,000 less than in 1927, and even slightly less than in 1926, when agriculture was seriously affected by a protracted drought. The following comparison of quantities and values of the principal items exported during the six months ending June 30, 1928 and 1929, is instructive:—

		Half year ending June 30, 1928	1929
Balata	pounds	243,857	159,208
	$	116,656	58,659
Bauxite	tons	86,676	84,229
	$	434,554	421,720
Coconuts	No.	117,523	252,123
	$	2,683	4,578
Copra	pounds	3,041,269	4,943,355
	$	100,832	191,960
Diamonds	carats	65,845	57,920
	$	1,281,845	1,107,152
Gold	ounces	2,478	2,508
	$	44,556	43,292
Molascuit and cattle food	tons	1,064	684
	$	17,728	11,341
Molasses	gals.	1,410,186	1,760,043
	$	80,643	93,117
Rice	pounds	19,994,611	16,272,317
	$	632,525	464,072
Rum	gals.	891,458	616,190
	$	400,160	265,774
Sugar	tons	55,696	41,041
	$	4,217,001	2,388,686
Total agricultural products		$5,583,630	$3,540,809
Forest products		232,179	239,462
Mineral products		1,760,955	1,572,164
Grand total		7,576,764	5,352,435

It will be seen that, except in coconuts, copra, and molasses, there has been a decrease in every item, this being very considerable in most cases; and that the increases in those three commodities—as well as the moderate increase under the general head of "forest products," due to larger shipments of wood and timber in 1929 as compared with 1928—are far more than counterbalanced by a decline in other products of greater value. Furthermore, since the general decline is mainly in agricultural products, which provide employment for more of British Guiana's population than does any other industry, the effect is all the more widely felt.

Smaller shipments and lower market values were the main cause of this heavy decline in British Guiana's export trade. For example, the average declared value of the sugar shipped in the first half of 1928 is stated to have been $75.71 per ton; in the corresponding period of 1929 it is given at $58.22. Rice was 3·16 cents and 2·85 cents per pound respectively. The fall in the value of sugar has obliged all the estates to practise the strictest economy, and it is claimed that an average reduction of $10 per ton in the cost of producing

* With acknowledgements to *The Commercial Review* (British Guiana).

sugar has thereby been effected. This means that a good deal less money is being spent in wages and salaries than formerly, and therefore less money is available for spending in stores and shops.

It is not surprising to find that the import trade has likewise suffered a considerable decline. The aggregate value of the colony's imports in the first half of 1929 was approximately $4,603,214, as compared with $5,088,058 for the corresponding period of 1928. Total imports for 1929 are expected to be about $11,000,000; as a rule, trade is better in the second half of the year. Almost every commodity shows a decline, the most notable perhaps being pickled beef in barrels, which fell from 3,575 barrels in 1928 to 2,573 in 1929. Most of these suplies go to the country shops, and this great decrease in imports is a sure sign of all-round industrial depression. Two outstanding exceptions, however, were sulphate of ammonia and machinery, imports of which were respectively $31,241 and $122,400 more in 1929 (half-year ending June 30) than in the similar period of 1928.

GENERAL

Government revenue has naturally been adversely affected by this decline in trade. Collections of import duties during the first half of 1929 are stated to have been about 11 per cent and of export duties about 20 per cent less than the proportion of estimate; rum duties are about 30 per cent less. The net deficit in revenue is computed at $268,961. Taking into account that revenue collections are usually better in the second than in the first half of any year, and assuming that no serious decline will occur in the yield from income tax, one may conclude that British Guiana's total public revenue for the present fiscal year will fall short of estimate by about $300,000. The public debt of British Guiana at the end of 1928 stood at $12,568,436, which was increased in January, 1929, to $12,903,436. Against this, however, there are sinking fund appropriations invested in securities with a market value of $2,435,871 and loans by the Government to municipal corporations repayable by them, totalling $858,139. Deducting the sum of these two latter amounts from $12,903,536, and adding to the remainder the colony's debt of $9,676,800 to the Crown Agents for the Colonies in London, yields a present net public debt of $19,286,026, which will probably be augmented by expenditure on development schemes now in progress. As British Guiana has a population of about 308,000, the public debt works out per capita at over $62—a high figure, taking into account the present state of production. Taxation and the cost of living are necessarily higher than in any other British colony in this part of the world, where the incidence of the public debt is only a small fraction of that figure.

Owing to the absence of precise and detailed information, it is somewhat difficult to picture the financial condition of the people of British Guiana, taken as a whole. However, after examining such particulars as were available, the *Commercial Review* concludes that bank deposits are not notably less than they were eighteen months ago, when the colony had recovered from the effects of the drought in 1926. On the other hand, there is a general complaint among traders that accounts are difficult to collect, and loaning companies (including the Building Society) are said to experience delay in recovering mortgage instalments and interest when due. As regards pawnbrokeries, although loans against pledges are stated to be less than they were at the end of 1927, this is probably due to the fact that the people have run short of pledgeable articles. There is a considerable increase in the forfeiture of pledges—which indicates poverty.

The bright spots in the picture are the formation of a new timber company which will make a serious attempt to place the colony's excellent hardwoods on the world's markets, and which gives promise of large developments in the timber industry; the reorganization of an important diamond concern, and the starting of another; the possibility of finding oil in commercial quantities; and the prospect of building up an export trade in rice with Canada. In connection

with this last, the Director of Agriculture of British Guiana is on a visit to the Dominion to explore the market for this and also for other items of the colony's produce.

There is a good prospect of the coming rice crop being very large. The rains which commenced early in May continued till the end of July, and the area in cultivation is much larger than ever before. The crop is well advanced and will probably be reaped earlier than usual; there should be plenty of rice offering early in October. The quality is expected to be extra good. It is anticipated that the partial failure of the Canadian wheat crop will improve the price in the world's markets, since many of the Asiatic countries which have in recent years purchased flour when prices were low will revert to rice now that flour is high. As a result, British Guiana's rice will not feel Indian competition so keenly as heretofore.

TRADE OF JAMAICA IN 1928

F. W. Fraser, Canadian Trade Commissioner

III

Notes on Imported Commodities—*Continued*

MANURES, CHEMICALS

Kingston, September 2, 1929.—Imports of chemical manures run to a considerable volume, amounting in 1928 to 2,558 tons valued at £27,993, against 1,906 tons valued at £22,316 in 1927. Imports from various countries in 1928, with 1927 figures shown in brackets, are as follows: United Kingdom, £10,221 (£10,426); United States, £10,224 (£4,342); Belgium, £108 (£341); Chile, £1,504 (£1,866); Germany, £2,024 (£3,163); Holland, £2,008 (nil); Norway, £1,569 (£1,720). A limited quantity of mixed fertilizers of well-known brands is imported, but the general practice among planters appears to be to import the ingredients and do their own mixing (i.e. nitrate of soda, sulphate of potash, sulphate of ammonia, etc.). A law regulating the sale of fertilizers in Jamaica provides that "every person who sells for use as a fertilizer of the soil any article manufactured or compounded in the island, or imported from abroad, shall give to the purchaser an invoice stating the name of the article and whether it is an artificially compounded article or not, and what is the percentage of nitrogen, soluble and insoluble, phosphoric acid and potash, if any, contained in the article, and this invoice shall effect as a warranty by the seller of the statements contained therein." Fertilizers enter Jamaica free of duty.

CANNED MEATS

This trade totalled £13,004 in 1928 and £13,007 in 1927. The Argentine is the largest supplier with £8,014, followed by the United States with £3,571 and the United Kingdom with £1,190. Import duties on canned meats are at the rate of 10 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

BACON

Canada supplied 60,746 pounds of bacon valued at £4,176, out of a total importation of 109,1113 pounds valued at £7,501. The balance was furnished by the United Kingdom and the United States. Imports from Canada have increased substantially as the result of the preference. Bacon is dutiable under the Jamaican tariff at the rate of 12s. 6d. per 100 pounds preferential and 25s. general.

BEEF (WET, SALTED)

Wet salted beef was imported to the extent of 848,465 pounds valued at £22,079 in 1928, and in 1927, 949,589 pounds valued at £21,218. The business was divided almost equally between the United Kingdom and the United States in 1927, but in 1928 the United Kingdom, aided by the preference, got it all, with the exception of negligible quantities from Canada, the United States, and the Argentine.

PORK (WET, SALTED)

Imports of this item in 1928 were 1,029,274 pounds valued at £27,874. This was in excess of the previous year's imports, when 929,034 pounds valued at £27,031 were brought in. Purchases from the United States declined from £22,971 to £18,071, while those from Canada increased from £3,990 to £8,898. This is a result of the increased preference. Import duties on beef, pork, and tongues pickled, salted, or cured are at the rate of 5s. 8d. per 100 pounds under the preferential tariff and 11s. 4d. per 100 pounds under the general tariff.

HAM

Importations of ham amounted to 318,904 pounds valued at £24,584 in 1928. Canada has not done much in this trade in spite of the preference, the bulk of the business still going to the United States. In 1927 Canada shipped 35,747 pounds of bacon valued at £2,746, but this dropped to 9,674 pounds (£746) in 1928. On the other hand, the United States increased her sales from £15,811 to £18,371. Import duties on ham are the same as on bacon.

MEDICINES AND DRUGS

Imports under this head, drawn from almost every part of the world, amounted in 1928 to £62,293. No less than fifty-four countries catered, during the year under review, to the medicinal wants of Jamaica. Only five of these, however, supplied goods in excess of £500 in value. The United States was the principal shipper (£34,400), followed by the United Kingdom (£17,290), Canada (£4,103), Germany (£1,232), and China (£812). Medicines and drugs, with one or two exceptions, are dutiable at the rate of 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

METALS

Galvanized Iron for Roofing.—Large quantities of this material are used annually in Jamaica, both for roofing and fencing. Imports during 1928 amounted to £47,786 in value, an increase of £5,974 over the previous year and £13,807 over 1926. In 1926 the business was about equally divided between the United Kingdom and the United States, but in 1929 the United Kingdom secured over 90 per cent of the trade. Canada's share in 1928 was worth £121. This material is dutiable at the rate of 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

Nails, Screws, and Rivets.—Canada, as in 1927, was the largest supplier of these articles, shipping in 1928 goods in this category valued at £6,089 out of a total of £13,495 imported. Belgium was the next largest shipper, with £2,256 to her credit. Other shippers were the United States (£2,171), the United Kingdom (£1,429), Germany (£1,030), and Sweden (£478).

Wire Staples and Nails for Fencing.—Imports under this head totalled £13,718: 50 per cent from the United States. Canada's shipments dropped from £4,469 to £2,683, and those from Germany from £4,668 to £1,488. Belgium and the United Kingdom also lost ground. Goods in this category are on the free list.

Steel Bars and Sheets.—These were imported to the extent of £21,103, against £23,130 for the previous year. The United Kingdom was the largest supplier with £8,942 against £14,416 in 1927. The United States increased her sales from £4,562 to £7,340, and smaller increases were recorded by Germany and Belgium. Canada's share was valued at £460. This material is dutiable at the rate of 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

Wire Netting.—This trade amounted to £6,606 in value during 1928. Germany replaced the United Kingdom as the largest supplier, shipping almost 50 per cent of the total imports. Other suppliers were the United Kingdom (£1,853), the United States (£811), France (£595), Belgium (£247), and Canada (£49). Import duties are 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

CONDENSED MILK

Large quantities of this commodity are imported annually into Jamaica, and the business is keenly sought after. Upwards of fourteen brands are on the market, the majority of which are extensively advertised. Canada is by far the largest single supplier, shipping to the value of £69,526 out of a total of £128,636. About 95 per cent of the imports are of the sweetened variety. The following table gives details of importation for the past four years, with countries of origin:—

	1925	1926	1927	1928
Total	£103,569	£115,189	£122,585	£128,636
Canada	89,965	91,631	71,504	69,526
United Kingdom	723	973	18,504	28,674
United States	11,335	19,172	20,000	18,973
Denmark	2,258	2,459	8,513	6,299
Holland	1,154	602	3,769	4,030
Switzerland	864	129	182	754

It will be noted that, while imports have been steadily increasing, Canada's share has dropped sharply during the last two years; shipments from the United Kingdom have increased at the same time by roughly the same amount.

Condensed milk is dutiable under the preferential tariff at the rate of 1s. 6d. per 48 pounds, and under the general tariff at 3s. per 48 pounds. In spite of this preference, shipments from the United States have been well maintained. A full report on this subject appeared in No. 1298 of the *Commercial Intelligence Journal* (December 15, 1928).

JAPAN AS A MARKET

James A. Langley, Canadian Trade Commissioner

I

Kobe, May 7, 1929.—Japan proper comprises the mainland, Shikoku, Kyushu, Hokkaido, Chishima, Ryukyu, and groups of islets over 400 in number. It lies between Long. 122° 45′ and 156° 32′ E., and Lat. 24° 6′ and 50° 56′ N., the total area being 148,756 square miles, and has, according to the last census, a population of 59,736,704. Mountain ranges traverse the Japanese islands, and many high peaks are found in every part of the country. The rivers are generally rapid, of little value for water carriage, being largely employed for generating water-power. The plains, though few in number, have

a rich and fertile soil and contribute much to the development of industry. The coastline is little indented in the Japan Sea, but there are numerous bays on the Pacific coast, with many good harbours.

NATURAL RESOURCES

Agriculture.—Only one-seventh of the area of Japan is arable land, and of this a little more than half are paddy fields, while the rest are farms. The annual average agricultural production is valued at 3,000,000,000 yen, excluding sericulture, which is valued at 800,000,000 yen. The principal products are rice, barley, wheat, soya and red beans, peas, fruits, and tea. Intensive cultivation is practised, the average farm being from 2 to 2½ acres in extent. Cultivation is done by human labour and with rude simple instruments.

Forestry.—The forests of Japan cover 23,169,574 chobu—(1 chobu equals 2½ acres)—or about 50 per cent of the area. Forest production amounts to over 200,000,000 yen annually. The principal wood industries are pulp and match sticks.

Mining.—The principal metal products comprise copper, iron, gold, silver, zinc and lead, while the principal non-metallic products are coal, petroleum, sulphur and phosphorus. In 1926 the total output was valued at 347,844,000 yen.

Fisheries.—The annual value of aquatic products amounts to over 500,000,000 yen. These consist for the most part of herring, sardine, anchovy, bonito, mackerel, tunney, yellow tail, salmon, carp, eel and shell-fish.

Industry.—The European War had the effect of stimulating industrial activities, and these were brought to a high state of development. Japan was thus enabled to meet the demand not only at home but to produce enough to ship large quantities abroad. The war boom was followed by a depression which was accentuated by the earthquake of 1923, so that since then all industries have been obliged to restrict their output. In 1925 there were 49,161 factories employing 1,808,381 workers classified according to the nature of the industry. The figures for these factories are as follows: textile, 17,798; mechanical, 15,165; chemical, 2,498; comestible, 10,105; miscellaneous, 15,165; government works, 342. The principal industries are spinning and weaving of cotton, wool and silk; electrical; mechanical; iron and steel; chemical; leather; rubber; canning; shipbuilding; paper; flour milling; brewing; ceramics; straw braid; brush making; button and lacquer.

PRINCIPAL CITIES

Osaka is the largest city in Japan and is rapidly becoming the industrial centre of the country. According to the second decennary census taken October 1, 1925, the population of the leading cities was as follows: Osaka, 2,114,809; Tokio, 1,995,303; Kyoto, 679,976; Yokohama, 405,888; Kobe, 644,212; Nagoya, 768,560.

PRINCIPAL PORTS

Yokohama and Kobe are the principal ports of Japan. Yokohama is the centre of the silk trade, while Kobe is the main port of entry for the industrial centre of Osaka and Kobe. The value of the imports and exports handled by the leading ports of Japan for 1928 were:—

Ports	Exports Yen	Imports Yen
Yokohama	742,296,128	614,343,218
Kobe	631,410,633	878,735,554
Osaka	409,894,380	297,418,112
Nagoya	50,023,415	85,084,406
Total	1,833,624,556	1,875,581,290

FOREIGN TRADE

In 1926 Japan occupied fifth place in the world's import trade and seventh place in export trade. The following figures indicate the extent of Japan's trade for the years 1922 to 1928:—

	Exports	Imports	Total
	(Figures in 1,000,000 yen)		
1922	1,683	1,954	3,637
1923	1,448	1,982	3,430
1924	1,807	2,453	4,260
1925	2,306	2,573	4,879
1926	2,045	2,377	4,422
1927	2,065	2,357	4,422
1928	1,972	2,196	4,168

The principal imports are rice, wheat, beans, sugar, oil, rubber, sulphate of ammonia, oil cake, raw cotton, raw wool, coal, wood, pulp, iron, lead, automobiles and parts, machines and parts. Exports consist of aquatic products, tea, refined sugar, comestibles, raw silk, cotton goods, silk fabrics, hosiery, paper, glass and glass products, and toys.

JAPAN AS A MARKET

The basic aim of the industrial life of Japan is to build up her own industries and to manufacture everything possible at home. Hence she is an importer primarily of raw and semi-menufactured products. The cost of manufacturing is relatively cheap, and with a high protective tariff it is difficult to find a market for fully manufactured articles in this country. Although Japan has a large population, incomes are very low and purchasing power small. The market is therefore one of price. Prospective exporters should keep this in mind and quote the lowest prices possible when trying to do business. The following list will give some indication of the class of goods shipped to this market from Canada, based on the Canadian returns for the fiscal year ending March, 1927: wheat and wheat flour; lumber and logs; zinc; aluminium; fish; paper products; automobiles; asbestos; films; tires; skins and hides; soda compounds; meats; butter; nickel; scrap iron and steel; iron and steel bars; machinery; cheese; chains and wire of iron and steel.

There are possibilities for other kinds of Canadian goods, and Canadian exporters should make every effort to take advantage of them. Small orders should not be overlooked, as they help to make Canadian goods known and give the manufacturer a foothold in a market that will be of increasing value to the Dominion as the purchasing power of the Japanese people increases.

CREDIT INFORMATION

Practically all foreign firms offering goods to Japanese buyers do so on the basis of the c.i.f. cost cash against documents, or against a confirmed letter of credit established before goods are shipped. In a few instances shipments are made against a 30-, 60- or even 90-day draft. In some instances losses have occurred in doing business in this way, probably due to unreliable credit information received, or to no credit data at all. In seeking ratings through private sources, it is obviously desirable to secure information from several quarters. By means of the various banks and financial rating agencies, exporters should obtain sufficient data. The principal agencies in Japan are the Teikoku Koshinsho, Ltd (mercantile inquiry agency), and M. Iketani (news agency). The principal foreign banks are the Hongkong and Shanghai Banking Corporation, with offices in Kobe, Tokyo, and Yokohama; The Chartered Bank of India, Australia, and China, with offices in Kobe, Tokyo, and Yokohama; The National City Bank of New York, with offices in Kobe, Osaka, Tokyo, and Yokohama; Deutsch-Asiatische Bank, with offices in Kobe; The Nederlandsch Indische

Handelsbank, with offices in Kobe, Tokyo, and Yokohama; and the Banque Franco-Japanese Succursale de Tokyo, with offices in Tokyo.

The principal Japanese banks are: the Bank of Japan; the Mitsubishi Bank; the Sumitomo Bank; the Yasuda Bank; the Dai-Ichi Ginko, Limited; the Mitsui Bank, Limited; Nippon Kogyo Ginko, Limited; and the Yokohama Specie Bank, Limited. As a rule small dealers should not receive the same treatment as the larger and probably longer established firms.

REPRESENTATION

The Japanese market is a very difficult one owing to the difference in race, language, and methods of doing business. Thus it is always advisable for a firm desiring to enter this market to send their own representative to make a special investigation and study conditions at first hand. This is especially true of firms wishing to sell technical lines. This procedure also enables the exporter to make personal contacts which are of great assistance in handling any subsequent business. If it is impossible to send a special representative, Canadian firms should send full information regarding their products to the Trade Commissioner so that he may be in a position to canvass the market as to the possibility of doing business. It is always advisable to send all samples to the Trade Commissioner, but only when requested to do so. A number of Japanese firms are inclined to request as many different samples as possible, which they neither pay for nor return.

CO-OPERATION WITH TRADE COMMISSIONERS

This matter has been dealt with concisely in a special leaflet issued by the Department of Trade and Commerce, Ottawa, which is available on request. It is suggested that this leaflet should be carefully read before communicating with this office, when every assistance will be rendered to intending exporters.

CORRESPONDENCE

All the large Japanese firms, and a great many of the smaller but important concerns, have on their staff members who have either lived in England or North American or who have studied English, and so are in a position to carry on correspondence in that language and thus fully understand catalogues and trade papers printed in English.

CATALOGUES AND ADVERTISING

Newspapers as a medium of advertising are used mostly by local dealers who, with a few exceptions, do not advertise as extensively as in other countries. Practically all the magazines printed in English that are offered for sale are of foreign origin, and those published in Japanese contain very few advertisements relating to foreign merchandise. Street car advertising space is mostly taken up with publicity relating to the products of Japan. Canadian firms would not gain any special advantage by making direct use of Japanese publications, although a possible advantage might result if the newspapers published in English were used in order to bring before the consuming public such commodities as are a daily necessity. Considerable window display advertising is done, and exhibitions are held frequently in departmental stores from which results have been obtained. Catalogues form a very good medium through which to bring goods before the public. The Japanese spend hours looking over these publications, and even though they do not understand English, the cuts and drawings appeal to them and they have friends who make translations for them. In sending forward catalogues care should be taken to see that the goods illustrated are such as are saleable in this country. All quotations in catalogues

for Japan should be net, as local merchants upon receipt will at once compare prices with those of other countries, and if obliged to figure discounts on each article before making rough comparison of prices, will be much more inclined to throw them aside unread than make the necessary computations unless there is some specially urgent reason why they should wish to buy from any particular house.

FLOUR SITUATION IN HONGKONG

Paul Sykes, Canadian Trade Commissioner

Hongkong, August 12, 1929.—To-day's situation in the local flour market is distinctly unsatisfactory. Prices quoted by Canadian and United States mills to Hongkong dealers have risen so rapidly during the last six weeks that business has fallen off correspondingly; dealers are reluctant to sell and few orders can be secured. This situation is a direct result of the advance in wheat prices, and until these reach some degree of stabilization and a reasonably accurate estimate of the future can be made, all flour business is expected to remain stationary or at least to show little progress.

Two weeks ago flour stocks held in Hongkong godowns totalled 510,000 bags, the bulk of this amount being comprised of Canadian and United States flour in almost equal quantities. Similar returns for to-day show a reduction in storage stocks to 430,000 bags, sales during the fortnight having included 40,000 bags of Canadian flour, 30,000 of United States flour, and 10,000 bags of the Australian product.

Any change in the situation can only be expected to follow reports of stabilization of prices of the current season's wheat crop. This cannot be anticipated for some weeks at least, and in the meantime local demand will be supplied from stocks now on hand. Favourable reports will no doubt be accompanied by keen buying.

THE MARKET FOR CANADIAN FLOUR

The South China market demands a flour of pure white colour and any other will be bought only sparingly, or when this variety is not available. Chemical properties are to some extent of minor consideration to many buyers, provided, of course, that flours possess adequate baking strength and are suitable for all ordinary purposes. On this account, it is urged that Canadian flour exporters quote local buyers for as white flour as can be made; that buyers be advised of the ability of Canadian mills to supply such a product; and that samples of these flours be sent to all local connections, with a view to informing the flour importing community that the Canadian product can be made up to this standard.

Lack of uniformity in shipments of Canadian flour to Hongkong must be avoided, whenever possible. Competition from the United States and Australia is too keen to permit any shippers to expect satisfactory business if standard quality is not maintained.

AUTOMOBILE ACCESSORIES FOR HONGKONG AND SOUTH CHINA

Mr. Paul Sykes, Canadian Trade Commissioner at Hongkong, reports having received an inquiry from a large firm of electrical and mechanical engineers who intend adding an extensive automobile accessory department to their present business. The company have excellent connections in Hongkong and in the interior of South China. C.i.f. prices, specifications, terms and discounts have been requested as well as samples.

Further details may be obtained on application to the Department of Trade and Commerce, Ottawa (quoting file No. 28559).

SIERRA LEONE'S VALUABLE IRON ORE DEPOSITS

The Director of the Imperial Institute has received from Major N. R. Junner, Director of the Geological Survey of Sierra Leone, information to the effect that a considerable amount of development work was carried out during last year on the concession granted to the African and Eastern Trade Corporation over the hemotite deposits in the Marampa Hills, Port Lokko District.

It is understood that this work has already proved the existence of between 10 and 15 million tons of high-grade ore, and it is anticipated that this quantity will be increased when the development work now in progress is completed. A survey party is at present engaged in reporting on a route for a proposed railway line from the deposits to a proposed deep-water port on the Sierra Leone river. The falls and rapids on the Rokell river, within eight miles of the hematite deposits, are capable of supplying large quantities of water-power.

BRITISH GUIANA OIL PROSPECTING

Important developments are on foot in British Guiana in connection with the tapping of the oil resources of the colony, writes a West Indian correspondent of the London *Times Trade Supplement.* Three hundred tons of machinery to be used for the boring of wells, etc., in the Corentyne district have been landed in the colony from Europe. Samples of crude petroleum which have been obtained from certain blocks of land have been forwarded to England for investigation of the commercial value of the product. American interests have sent a representative to the colony to investigate oil-bearing lands.

PROPOSED MARKING OF BRICKS AND TILES FOR GREAT BRITAIN

Mr. Harrison Watson, Canadian Trade Commissioner in the United Kingdom, writes that the Standing Committee oppointed by the Board of Trade under the provisions of the Merchandise Marks Act will hold an inquiry on October 7 and 8 as to whether the following classes and descriptions of imported goods should bear an indication of origin,—bricks of brick earth or clay; tiles (other than floor tiles for tesselated pavements, mosaics and glazed wall and hearth tiles; refractory bricks, blocks and tiles.

SWISS TARIFF REQUIREMENTS AND IMPORT REGULATIONS

J. C. Macgillivray, Canadian Trade Commissioner

Rotterdam, August 14, 1929.—In shipping merchandise to Switzerland no consular invoices, certificates of origin, or certificates of value are required. It is only in the case of a limited number of specific products that special certificates are necessary, although when the merchandise is cleared through the Swiss Customs the importer must fill in declaration forms on which particulars are given showing the kind of goods, the country of origin of the merchandise, net and gross weights, marks and numbers of the packages and the value of the contents in Swiss francs. The latter include the purchase price of the goods at port of shipment plus transportation charges to the port of entry in Switzerland. For this reason all information should be given on the commercial invoice which is sent to the buyer.

GOODS ON WHICH SPECIAL CERTIFICATES NECESSARY

In the case of the specified exceptions, it is necessary that import permits, certificates of origin and other certificates as required by the Swiss authorities should be attached to the papers accompanying the following goods:—

(1) Shipments of cattle, fresh meat, meat products or preparations—a certificate of health issued by a competent official in the country of origin, while the importer of all these products must secure a special import licence, which is obtainable from the Federal Veterinary Bureau at Berne through the intermediary of the Cantonal Veterinarian.

As regards frozen meat, importation is only authorized by special permission of the federal authorities, which is not granted unless cold storage facilities are available at the point of importation.

(2) Importation of plants is governed by the Phylloxeric Convention of November 3, 1881, in connection with which there are certain prohibitions, although none of these will be of particular interest to Canadian exporters.

(3) Fur-bearing animals cannot be imported unless accompanied by a certificate issued by a competent official in the country of origin certifying that the animals are from a district where no contagious diseases have been found amongst similar animals for forty days prior to shipment. Such fur-bearing animals are also subject to a compulsory veterinarian examination at the Swiss frontier, while in each instance the importer must also have a special import licence.

(4) Apart from the foregoing, leaf tobacco when imported into Switzerland must be accompanied by an official declaration showing the kind.

(5) Importation is prohibited of narcotics, yellow phosphorus, gunpowder and similar products. Absinthe and similar drinks, artificial wine, and artificial cider are also on this list.

There is only one column in the Swiss tariff, and merchandise from all countries pays the same rate of duty. This is always levied on the gross weight of the article, with the exception of animals, beehives, bicycles, and watch cases. In these instances it is charged on the number of units, while certain alcoholic beverages in casks are dutiable per litre.

The gross weight under the Swiss Customs Law is understood to be the weight of the article itself plus the weight of the wrapping and packing and the weight of the outside container.

When packing is done in such a way that the evasion of import duty is obviously being attempted, or when the packing is subject to a higher rate of duty than the goods themselves, such packing is subject to a separate valuation. When merchandise is declared to be "unpacked," its weight is subject to a percentage increase which is set forth in a specific column of the tariff, the increase being based on the net weight and is known as the "tare" weight.

All goods subject to duty are allowed free entry where the quantity is less than 100 grams, with the exception of tobacco, with which the maximum is 50 grams.

COMMERCIAL TRAVELLERS' SAMPLES

Commercial travellers' samples which can be sold may be imported either by permit or by simply registering them without the payment of any import or monopoly duties, providing the country of origin of the samples gives reciprocal treatment to Switzerland. Such a sample permit is valid for the period of one year. Samples of no commercial value may be imported free of duty with the exception of beverages and tobacco. By samples of no commercial value is understood such articles as are imported for purposes of demonstration or analysis and which have no value either on account of the nature of the product or its small quantity. Samples and specimens to be used for other than these purposes are subject to a provisional declaration on entry with permit, unless under customs house supervision they have been rendered useless for any commercial purposes. Samples and specimens of graphic reproductions as well as sample goods ordered from abroad for use in the Swiss trade are not allowed to be imported free of duty. Commercial catalogues and similar literature may be imported free when the weight is less than 500 grams, provided the importation is by mail and in single copies. In all other cases they are dutiable under the rates applicable to printed matter.

TARIFF CHANGES IN MEXICO

Writing under date August 27, 1929, the Trade Commissioner in Mexico City advises that the following changes have recently been made in the import tariff of Mexico:—

Butter.—Duty increased from 20 centavos to 40 centavos per legal kilo (equal to 9·07 cents per pound).

Cheese.—Duty increased from 15 centavos to 30 centavos per pound (equal to 6·8 cents per pound).

Potatoes.—Duty increased from 3 centavos to 6 centavos per gross kilo (equal to 1·36 cents per pound).

Changes have also been made in the classification of duties on tinplate and galvanized iron sheets; particulars may be obtained on application.

FOREIGN EXCHANGE QUOTATIONS, WEEK ENDING SEPTEMBER 16

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 16, 1929. Those for the week ending September 9, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending Sept. 9, 1929	Week ending Sept. 16, 1929
Austria	Schilling	.1407	$ .1412	$ .1422
Belgium	Belga	.1390	.1397	.1399
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0297	.0298
Denmark	Krone	.2680	.2677	.2681
Finland	Markka	.0252	.0253	.0253
France	Franc	.0392	.0393	.0394
Germany	Reichsmark	.2382	.2394	.2397
Britain	Pound	4.8666	4.8762	4.8817
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4030	.4036
Hungary	Pengo	.1749	.1760	.1762
Italy	Lira	.0526	.0525	.0526
Jugo-Slavia	Dinar	.1930	.0177	.0177
Norway	Krone	.2680	.2678	.2682
Portugal	Escudo	1.0805	.0452	.0453
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1483	.1485
Sweden	Krona	.2680	.2693	.2697
Switzerland	Franc	.1930	.1937	.1940
United States	Dollar	1.0000	1.0059	1.0071
Argentine Rep.	Peso (Paper)	.4244	.4220	.4228
Brazil	Milreis	.5462	.1193	.1195
Chile	Peso	.1217	.1217	.1218
Colombia	Peso	.9733	.9733	.9744
Mexico	Peso	.4985	.4846	.4836
Peru	Libra	4.8666	4.0243	4.0287
Venezuela	Bolivar	.1930	.1942	.1943
Uruguay	Peso	1.0342	.9834	.9794
Cuba	Peso	1.0000	.997	1.0000
Batavia, Java	Guilder	.4020	.4022	.4028
China	Tael	.....	.5766	.5621
India	Rupee	.3650	.3634	.3638
Japan	Yen	.4985	.4708	.4738
Siam	Baht (Tical)	.4424	.4489	.4532
Singapore, Str. Settlements	$	.5678	.5646	.5652
Jamaica	Pound	4.8666	4.8770	.4.8823
Barbados	$	1.0000	$1.00\frac{63}{64}$—$1.02\frac{1}{8}$	$1.01\frac{1}{16}$—$1.02\frac{1}{4}$
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	$1.02\frac{1}{8}$ —$1.02\frac{1}{4}$	$1.02\frac{1}{4}$ —$1.02\frac{3}{8}$
Martinique	Franc	.0392	.0393	.0394
Guadeloupe	Franc	.0392	.0393	.0394

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

772. Packing-house Products.—A firm of commission agents in Georgetown, Demerara, would like to represent a Canadian exporter of packing-house products. They are particularly interested in beef, pork, lard, hams and bacon.

Miscellaneous

773. Asbestos Cement Sheets.—A British firm at Calcutta wish to receive quotations on asbestos cement sheets.

774. Cast Iron Pipe—A London company which buys on behalf of customers in South and Central America applies for the addresses of Canadian manufacturers of cast iron pipe who are in a position to export

775. Iron and Metal Scrap.—A firm in Hamburg, Germany, are desious of securing the agency of a Canadian exporter of iron and metal scrap.

776. Rubber Waste.—A firm in Hamburg, Germany, are desirous of obtaining the selling agency in Germany for Canadian rubber scrap.

777. Wallboard for West Africa.—A firm of West African traders who have already had experience with different brands of American wallboards are open to consider offers from Canadian manufacturers for certain sections of their territories in West Africa. Boards for this market must be vermin proof and able to resist absorption of moisture.

778. Wood for Match Splints.—A firm in Algiers wish to receive c.i.f. quotations on 6,000 cubic metres of logs with the bark, wood green, 2 metres long by 25 to 45 centimetres in diameter, poplar or similar species, suitable for the manufacture of matches.

779. Portable Organs.—Firm of musical dealers in Trinidad wish to buy small portable organs of moderate price.

780. Men's Hosiery.—A firm of commission agents in Georgetown, Demerara, would like to represent a Canadian exporter of men's hosiery.

781. Ladies' Underwear.—A firm of commission agents in Georgetown, Demerara, would like to represent a Canadian exporter of ladies' underwear.

782. Canvas Shoes with Crepe Soles.—A Birmingham indent house has an inquiry from Karachi for catalogues and prices of Canadian-made shoes with crepe soles. They desire to hear only from the actual makers.

783. Rubber-soled Shoes.—A firm of commission agents in Georgetown, Demerara, would like to represent a Canadian exporter of rubber-soled shoes.

DIRECT SHIPPING SERVICES BETWEEN VANCOUVER AND JAVA AND SINGAPORE

The Canadian Pacific Railway Company advises that the Klaveness Line are intending shortly to operate a new freight service from Vancouver to Java, sailing monthly. The service will be inaugurated by the *Bonneville*, which will load at Vancouver about November 15 for Shanghai, Hongkong, Samarang, Sourabaya, Batavia and Singapore, to be followed by the *Bronxville* about December 15, and the *Pleasantville* about January 15. This is a freight service and has no refrigeration.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Southampton.—Empress of Australia, Sept. 24; Empress of Scotland, Oct. 1—both Canadian Pacific.

To Hamburg.—Empress of Scotland, Canadian Pacific, Oct. 1.

From Montreal

To Avonmouth.—Salacia, Sept. 28; Vardulia, Oct. 12—both Anchor-Donaldson; Nevisian, White Star Line, Oct. 19.

To Belfast.—Fanad Head, Sept. 26; Lord Antrim, Oct. 12—both Head Line.

To Cardiff.—Nevisian, White Star Line, Oct. 19.

To Dublin.—Lord Antrim, Head Line, Oct. 12.

To Dundee.—Cairngowan, Thomson Line, Oct. 25.

To Glasgow.—Minnedosa, Sept. 28; Melita, Oct. 10—both Canadian Pacific; Carmia, Sept. 27; Letitia, Oct. 4; Corinaldo, Oct. 11; Athenia, Oct. 18—all Anchor-Donaldson.

To Hull.—Kenmore, Sept. 27; Incemore, Oct. 18—both Furness Line.

To Liverpool.—Duchess of York, Sept. 27; Duchess of Athol, Oct. 4; Duchess of Bedford, Oct. 11; Duchess of Richmond, Oct. 18—all Canadian Pacific; Laurentic, Sept. 28; Doric, Oct. 5; Regina, Oct. 19—all White Star Line; Andania, Sept. 27; Antonia, Oct. 11—both Cunard Line.

To London.—Beaverdale, Sept. 27; Beaverford, Oct. 4; Beaverhill, Oct. 11; Beaverburn, Oct. 18—all Canadian Pacific; Canadian Inventor, Sept. 23; Canadian Mariner, Oct. 3; Canadian Spinner, Oct. 12; Canadian Rancher, Oct. 22—all Canadian National; Ascania, Sept. 27; Alaunia, Oct. 4; Aurania, Oct. 11; Ausonia, Oct. 18—all Cunard Line; Kenmore, Sept. 27; Incemore, Oct 18—both Furness Line; Megantic, Oct. 3; Calgaric, Oct. 17—both White Star Line.

To Manchester.—Manchester Brigade, Sept. 26; Manchester Producer, Oct. 3; Manchester Commerce, Oct. 10; Manchester Citizen, Oct. 17—all Manchester Line.

To Newcastle and Leith.—Cairnesk, Oct. 4; Cairnvalona, Oct. 11; Cairnglen, Oct. 18—all Thomson Line.

To Southampton.—Montclare, Sept. 26; Montrose, Oct. 10; Montcalm, Oct. 17—all Canadian Pacific; Megantic, Oct. 3; Calgaric, Oct. 17—both White Star Line.

To Swansea.—Salacia, Sept. 28; Vardulia, Oct. 12—both Anchor-Donaldson.

To Antwerp.—Canadian Inventor, Sept. 23; Canadian Mariner, Oct. 3; Canadian Spinner, Oct. 12; Canadian Rancher, Oct. 22—all Canadian National; Beaverdale, Sept. 27; Montclare, Sept. 26; Beaverhill, Oct. 11—all Canadian Pacific.

To Bordeaux and Havre.—Kent County, Sept. 29; Grey County, Oct. 14—both County Line.

To Bremen.—Koeln, North German Lloyd, Oct. 5.

To Copenhagen and Baltic Ports.—Frode, Scandinavian-American Line, Oct. 5.

To Hamburg.—Beaverford, Oct. 4; Montcalm, Oct. 17; Beaverburn, Oct. 18—all Canadian Pacific, Laval County, Sept. 28; Kings County, Oct. 11; Emden, Oct. 18—all County Line; Koeln, North German Lloyd, Oct. 5.

To Norwegian Ports.—Idefjord, Norwegian-American Line, late September.

To South France and Italian Ports.—Valleluce, Sept. 26; Valficrita, Oct. 20—both Lloyd Mediterraneo Italian Service.

To South African Ports.—Cochrane (also calls at Sierra Leone), Sept. 23; Benguela, Oct. 12—both Elder Dempster Line.

To South American Ports.—Canadian Traveller, Canadian National, Oct. 19; Sud Africano, Canadian-South American Line, Oct. 7.

To Australian Ports.—Canadian Commander, Canadian National, Sept. 30; Parracombe, New Zealand SS., Oct. 15.

To New Zealand Ports.—Canadian Transporter, Canadian National, Sept. 25.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, Oct. 5; Champlain, Oct. 19—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cathcart, Oct. 5 (Kingston only); Lady Rodney, Oct. 12; Cavelier, Oct. 19 (Kingston only)—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Spica, Sept. 27; Sinn, Oct. 11—both Ocean Dominion.

To Cornerbrook.—North Voyageur, Sept. 23, Oct. 7; New Northland, Oct. 2, Oct. 16—both Clarke SS.

To St. John's, Nfld., and St. Pierre-Miquelon.—Cabot Tower, Newfoundland-Canada Traders, Sept. 27; Rosiland, Furness-Red Cross Line, Oct. 4, Oct. 18 (calls only at St. John's).

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Sept. 26; Lady Hawkins, Oct. 10—both Canadian National.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday and Saturday.

From Halifax

To Gothenburg.—Gripsholm, Furness, Withy, Oct. 21.

To Liverpool.—Newfoundland, Sept. 24; Manchester Merchant, Sept. 30; Nova Scotia, Oct. 12—all Furness, Withy; Dakarian, Leyland Line, Sept. 24 (calls also at Manchester).

To London and Hull.—Kenmore, Furness, Withy, Sept. 30.

To Manchester.—Manchester Merchant, Furness, Withy, Sept. 30.

To St. John's, Nfld.—Nerissa, Oct. 1, Oct. 15; Fort St. George, Sept. 24, Oct. 8; Nova Scotia, Oct. 12—all Furness, Withy; Farnorth, Farquhar SS., Sept. 27, Oct. 5, Oct. 11; Sollund, Newfoundland-Canada Traders, Sept. 28.

To St. Pierre-Miquelon.—Fernfield, Sept. 23; Farnorth, Sept. 27, Oct. 5, Oct. 11; Sambro, Sept. 29—all Farquhar SS.; Sollund, Newfoundland-Canada Traders, Sept. 28.

To Kingston (Jamaica).—Cavelier, Sept. 24; Cathcart, Oct. 8—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Colborne, Sept. 26; Cornwallis, Oct. 10—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Oct. 4; Lady Hawkins, Oct. 18—both Canadian National; Spica, Oct. 3; Finn, Oct. 17—both Ocean Dominion.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Pickford & Black, Oct. 2.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of Asia, Oct. 3; Empress of Canada, Oct. 17—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hong Kong.—Tyndareus, Blue Funnel, Oct. 8.

To Yokohama, Osaka and Dairen.—London Maru, Osaka Shosen Kaisha, Oct. 15.

To Auckland, Wellington and Dunedin.—Golden Coast, Oceanic and Oriental Navigation Co., Oct. 10.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Canadian-Australasian Line, Oct. 16.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Anten, Transatlantic SS., Oct. 9.

To Papeete, Wellington, Melbourne and Sydney.—Waiotapu, Canadian-Australasian Line, Oct. 18.

To Auckland, Wellington, Adelaide and Sydney.—Hauraki, Canadian-Australasian Mail Line, Oct. 1.

To Manchester.—Pacific Trader, Furness Pacific, Oct. 5.

To Liverpool, Southampton, London and Rotterdam.—Drechtdyk, Sept. 26; Dinteldyk, Oct. 10—both North Pacific Coast Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Glamorganshire, North Pacific Coast Line, Oct. 8.

To Havre, Dunkirk, Antwerp and Bordeaux.—La Marseillaise, Oct. 4; Indiana, Oct. 15—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Livenza, Oct. 2; Leme, Oct. 17—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Hindanger, Westfal-Larsen, Oct. 1.

To West Indian Ports.—Victoria, Canadian Transport Co., Oct. 15.

To Cape Town, Algoa Bay, Durban, Lourenco Marques.—West Honaker, B.C. Shipping Agencies. Oct. 9.

To Kingston (Jamaica).—Point Bonita, Gulf Pacific Line, Oct. 15.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

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COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

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India and Ceylon

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Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificic Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.)

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service : C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, September 28, 1929 No. 1339

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TRADE COMMISSIONERS ON TOUR

Mr. Muddiman

Mr. A. B. Muddiman, Canadian Trade Commissioner in Italy, will visit the following cities and towns:—

Halifax	Sept. 27, 28
St. John	Sept. 30, Oct. 1
Quebec	Oct. 3 to Oct. 5
Renfrew	Oct. 9
Smith's Falls	Oct. 11
Windsor	Oct. 14
London	Oct. 16
Hamilton and Guelph	Oct. 17 to Oct. 19
Montreal	Oct. 22 to Nov. 2

Mr. Young

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit as follows:—

Ottawa	Oct. 24 to 28
Toronto	Sept. 26 to Oct. 12
Oshawa	Oct. 14
Montreal	Oct. 15 to 23
Vancouver	Nov. 2 to 12
New Westminster	Nov. 13 to 14
Victoria	Nov. 16 to 18

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Toronto, to communicate with Mr. Alex. Marshall, Canadian Manufacturers' Association, and in that of any other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

"SWITZERLAND AS A MARKET": FORTHCOMING PUBLICATION

The series of reports on conditions and opportunities in Switzerland which has recently been published in the *Commercial Intelligence Journal* by Mr. J. C. Macgillivray, Canadian Trade Commissioner in Holland, is about to be issued as a pamphlet. A copy of this publication will be sent *free* to any subscriber to the *Commercial Intelligence Journal* upon request. To other than subscribers to the *Commercial Intelligence Journal* the price is 25 cents. This publication will extend to about 56 pages and will be indexed. As the number to be printed is strictly limited, requests for copies should be sent immediately to the Department of Trade and Commerce, Ottawa.

SOUTH AFRICA'S TRADE AND PURCHASING POWER

C. S. Bissett, Canadian Trade Commissioner

Cape Town, August 6, 1929.—The Union of South Africa comprises the four provinces of Cape Province, Natal, Orange Free State, and Transvaal, and has a total area of 472,347 square miles. The population is estimated at 1,700,000 Europeans, 181,000 Asiatics, 573,000 mixed or coloured, and 5,250,000 natives.

When considering the purchasing power of this territory in terms of individual commodities, the above factors must be considered as they definitely limit the volume of sales which can be expected. Furthermore, a knowledge of the present state of the country's development, its characteristics, domestic production, and commercial relations with other countries is essential in order that the value of this market to any exporter may be more accurately gauged. In a survey of this kind these points can only be briefly treated, but the exporter by contrasting South African conditions with those in the domestic market can more accurately determine what may await him in the Union.

The three principal commercial centres are Cape Town, Johannesburg, and Durban, followed by the three minor ones, Port Elizabeth, East London, and Bloemfontein. The two main areas of development are the coastal belt and the interior plateau or high veld. These are separated by various mountain ranges which make the intervening territory of little value. The largest portion of this poor land lies in Cape Province, as the convergence of the coast of Natal upon the high veld of the Transvaal and the Orange Free State gradually eliminates this type of country. The area is called the Karroo and, forming as it does an appreciable portion of the total area of the Union and being of little use except for sheep ranching, it decreases considerably the productive power of the country. Nor is the high veld more tillable generally than are similar areas in other countries. In fact South African soils are lacking in certain elementary constituents due to sparse rainfall, and the average production per acre is stated to be the lowest in the world. Artificial fertilization is necessary to obtain good results even from virgin soil. The area of the country can therefore not be taken as an average guide to purchasing power.

Nor is total population any better in this respect. Whereas Canada is populated almost entirely with whites having a high standard of living, the Union is populated principally with blacks who have almost as low a standard as is found anywhere in the world. The nature of the commodity must determine its range of appeal. Luxury products will find a market only among the whites, whereas staples such as cotton piece goods are limited only by the entire resources of the territory. Generally, where luxury commodities of final consumption are concerned a fair estimate of purchasing power by population can be set at 2,500,000 to 3,000,000 whites. This will include the Asiatic section, the town coloureds or mixed races, and the urban native who has progressed to the point where he is in a position to purchase commodities of this kind as a usual thing.

However, the above limits are much too narrow for goods which are not of final consumption. As the basis of labour over the whole of the Union, the native exercises a marked influence on the purchasing power of the territory for goods of this kind. Without the present native labour supply, the present rate of imports or present production could never be supported. In this case the demand can more accurately be based on total population.

South Africa is almost entirely a mineral and pastoral country. With the exception of maize, sugar, and a little cotton, no agricultural crop is produced in sufficient quantities to warrant export in appreciable volume. A considerable proportion of the country's foodstuffs needs and practically all raw materials must be imported. The mining industry—principally gold and diamonds—is the basis upon which the import structure is built. Last year these two commodities accounted for 55 per cent of the total export trade, the remainder being principally wool, maize, hides and skins. The principal local industries are tanning leather and footwear, furniture, confectionery, tobacco, fruit, and beverage trades.

There is little or no textile manufacturing, and apart from one plant making pig-iron and a limited range of metal products, no manufacturing is carried on in the metal products, machinery, and vehicles class, which is much the most important import group. There is a limited production of building cement in the minerals, earthenware and glassware class; practically the whole of the country's needs in oils, waxes, resins, paints and varnishes is imported, as is also that in drugs, chemicals, and fertilizers. The local footwear industry relieves the leather and rubber group, and the furniture trade that of the timber and wood products class, although the raw material for the latter is wholly imported as South Africa has no stands of timber of any consequence. In the books, paper, and stationery class all supplies of paper come from abroad as none is produced locally. The same applies to the last import section—jewellery, timepieces, and fancy goods. The total imports, including goods in transit to other South African states, including both British and foreign colonies, varies from £70,000,000 to £75,000,000, and the exports, including goods in transit, from £85,000,000 to £90,000,000 per annum. In order to balance income and expenditure, South Africa requires an annual average favourable balance of trade of about £17,000,000. This is a very high percentage of the total import value, but it is required to liquidate, fully, freight and insurance charges, banking services, interest and dividends on overseas capital invested in Union industries, and similar debits. As well, re-exports of goods from other African states are included in the total export figures, and this considerable item must be deducted from the favourable yearly balance. The above will give a general idea of the value of the South African market. Great Britain is in much the best position of all countries, having last year obtained over 45 per cent of the total imports of merchandise from overseas. However, there are several factors which make the British position even more predominant. A large proportion of the "invisible" imports accrues to British firms. Shipping services to South African ports and the banks are almost wholly British; local industries, including the gold mines—much the most important one of all—are financed mainly by British money, practically all insurance is British, and many of the principal commercial and industrial houses are either branches of or are financed by British firms. When these are considered, Great Britain's percentage share will be much improved.

The United States is second in importance, having obtained almost 18 per cent of the total last year, followed by Germany, about 6·5 per cent; India, 3·4; Canada, 3; Australia, 2·8; France, 2·2; Belgium, 2·1; Holland, 1·7; Japan, 1·7; Sweden, 1·6; Italy, 1·4 per cent. The above will be an indication only of the sources from which competition will arise, but for more detailed information regarding commodity groups exporters must refer to the various annual reports on South African trade which are published about August of each year.

BANKING, FINANCE AND CREDIT IN SOUTH AFRICA

C. S. Bissett, Canadian Trade Commissioner

Cape Town, August 6, 1929.—The only bank of issue in the Union is the South African Reserve Bank. Every bank transacting business is required to hold reserve balances in the Reserve Bank equal to at least 10 per cent of its demand liabilities in the Union, other than notes, and 3 per cent of its time liabilities to the public in the Union. The chief business of the bank is to make advances to the Government, to act as a clearing house for other banks and as a rediscount bank. It is actively engaged in the marketing of the gold production of the Union, which enables it to control in large measure the South Africa-London exchange.

There are six joint-stock banks trading within the Union. The three principal ones are the Standard Bank of South Africa Ltd., and Barclays Bank (Dominion, Colonial and Overseas), both of which have head offices in London, and the Netherlands Bank of South Africa, with head office in Amsterdam. The remaining three: Stellenbosch District Bank Ltd., Stellenbosch, Cape Province; Colonial Banking and Trust Company, Johannesburg, Transvaal; and Public Liberal Bank Ltd., Cape Town, are South African institutions entirely.

Canadian paper is almost invariably handled by either of the first two main banks, each of which has about 300 branches in the Union, and between them they have almost a monopoly control of collections for overseas firms.

The currency of South Africa is sterling, identically similar in all respects to the currency of Great Britain. However, as South Africa produces about 50 per cent of the world's annual supply of new gold, and as gold bullion and specie constituted about 46 per cent of the total exports in 1928 of South African produce, foreign exchange is usually against the Union due to the constant value of gold in all world markets.

FINANCE AND CREDITS

Generally speaking, South African commerce is British in practice and personnel and is financially sound and stable. Union industry is financed mainly by British capital or foreign capital controlled in London. The principal banks in the Union and the majority of the shipping serving South African waters is British. British industrial standards are prevalent, and a great many branches of British concerns operate in the Union, being controlled by their head offices and officered by British executives imported for the purpose. Great Britain absorbs about 60 per cent of the Union's exports and obtains a 45 per cent share of the imports. As a result, a great deal of the financing of South African imports must be done by British firms because of the funds available in Great Britain from the sale there of the greater portion of this country's exports.

CONFIRMING HOUSES

This strong link with the United Kingdom has been responsible for the growth of a type of import financing which is not prevalent nor too well understood in Canada—namely, that conducted by the London confirming, buying and indent houses and the merchant shipper.

Originally all overseas purchases for Union branches of British firms were made by their respective head offices, and to a large extent this situation still prevails. Influenced largely by Great Britain's preponderant share of South African trade, Union firms found it convenient to maintain credits in London with some confirming house in order to finance their imports and handle their exports. At present a great deal of this type of financing is carried on. Orders are taken in the Union, which are passed to the confirming house for confirmation and subsequently despatched by such house to the manufacturer named in

the indent. The shipment is made by the manufacturer or supplier direct to the South African firm, but payment is made by the confirming house on presentation of documents in accordance with the terms set out in the indent. Occasionally Canadian firms have drawn direct on the importer in the Union who, having made no preparation for taking up the draft, has been forced to refuse it since he has already arranged with his confirming house to honour the draft on presentation, and has established credits with such house to enable it to do so. All indents must be closely scrutinized and instructions contained therein carried out fully.

At times firms on receiving a copy of the indent from their agent in South Africa, which requires confirmation, have filled and shipped the order without first awaiting confirmation from the confirming house. Where such house acts also as a buying house, indents are occasionally not confirmed, the order being passed to some other manufacturer of similar goods, with whom the buying house may have entered into some selling arrangement or whose values may be somewhat more attractive either from the point of view of price or quality. Very often such houses are given a free hand in the matter by the Union firm. Confirmation must therefore be awaited before the order is either filled or shipped. It is advisable to request confirmation when the manufacturer receives from his representative a copy of the indent.

These houses are paid a buying commission by their South African clients, but at times request a special discount from the manufacturer for placing the business. No manufacturer is compelled to offer such discount as the order was not taken on such terms. However, cash discounts for payment through London and New York buying and confirming houses of 2 per cent and 2½ per cent respectively should be offered, as this is customary. Finance of this kind is sound and stable and can be highly recommended, as cash is available from New York or Toronto within a week and from London within three weeks.

SIGHT DRAFTS

Apart from this, and excepting letters of credit on certain perishable products such as fresh apples, the best terms available are sight draft against documents drawn direct upon the South African importer. This type of financing is increasing at the expense of overseas confirmation, due to the development of local commerce and industry and the gradually increasing concentration of financing within the country.

It depends to a certain extent on the nature of the goods and upon the geographical position of the importer whether these terms will be acceptable. Where quality, prompt shipment, etc., have already been established, such terms are acceptable generally to importers in the coastal area. However, complaints have been received from importers in inland centres that the goods must be paid for at least ten days to two weeks before they actually arrive. Depending upon the financial position of such firms, extensions could be allowed. From the suppliers' viewpoint, sight draft business can be regarded as satisfactory. Refusal of drafts by South African firms is rare, but the ordinary cautionary investigation of an importer's financial standing should in all cases be made before such terms are offered. Where the supplier is represented in the Union, the recommendation of the agent can usually be relied upon, but this again in some measure depends upon the reliability of the agent. Indiscriminate offers of sight draft terms by the agent are to be deprecated until his own standing has been investigated, and until he has been recommended by responsible authorities as being reliable.

After-sight terms are granted up to a maximum of ninety days. However, lengthy credit terms are not nearly so prevalent in South Africa as they are in some other countries, due to the prevalence of the overseas confirming system, which takes care of a great deal of the long-term credit business. Financial

balances are usually liquidated at certain periods of the year, which system in practice affords credit terms on the majority of any firm's importations through these houses. The financial and moral standing of any firm, on investigation through the usual channels, must decide what credit may be allowed. The nature of the product as well will partially determine what terms may be necessary. Sales of goods to consumers who depend on a seasonal income, such as agricultural machinery to farmers, will influence the position. The same will apply to most capital goods where sales are limited or intermittent. Conversely, long credit terms are unnecessary where goods of final consumption are involved.

GOODS ON CONSIGNMENT

The shipping of goods on consignment, except in the case of samples or trial orders, is not to be recommended. Difficulty is usually experienced with shipments of this kind. Recently one such shipment was the subject of litigation, with the result that the Canadian firm concerned will not benefit for about four years. Under no circumstances should goods which are perishable or subject to deterioration or the risk of obsolescence be shipped on consignment. Any importer, however sound he may be, who has no money tied up in a shipment is not going to put the same consistent effort into the selling of it as he would into one in which he has invested his own money. Samples or trial orders on consignment are in a different category, as some loss or expense must be anticipated by the supplier in his attempt to place his goods on the market. A recent shipment of full cream cheese was most satisfactorily handled on a consignment basis, but it was only forwarded to demonstrate the quality and packing and in sufficient quantity to permit a retail test. Subsequent shipments on consignment, particularly of perishable products, would never be recommended. Lines of machinery often need to be placed on a consignment basis for a period sufficient to enable tests of efficiency to be made, but usually with the proviso that they will be paid for at an agreed figure at the end of the test period, if found satisfactory.

LETTER-OF-CREDIT TERMS

Special mention will be made of letter-of-credit terms, as these are so often stipulated by Canadian firms on first attempting the market. Generally such terms will not be considered by importers in the Union. The system of buying through overseas confirming houses prevents it, as any importer who is in a position to establish credits overseas has already established them in London, New York, Hamburg, or Toronto with specific houses, either in the form of credit or actual cash balances. A duplication of this for the sole benefit of the supplier will not be considered. The only alternative for the supplier is to accept business through confirming houses, thereby obtaining cash in a relatively short time, or alternatively discounting his draft. As far as Canadian products are concerned, the trade in fresh apples is an exception. Letter-of-credit terms apply on all these shipments, but this is due to the perishability of the product and the risks of shipping which the producer will not and is not expected to shoulder. On ordinary commodities the establishment of a letter of credit means that the importer pays for the goods from three to four months in advance of sighting them. Obviously this type of finance does not appeal to him, and it means a certain loss of the business to the Canadian firm concerned if this type of quotation is insisted upon when dealing with sound firms.

REFUSALS OF DRAFTS

As previously stated, South African financial practice is British in essence, and refusals without just cause to accept a draft or pay at maturity are rare. Often a firm will accept and pay a draft, which they could have justly refused,

in order to prevent the posting of it and to keep their record clear with the banks, relying on the supplier to make an adjustment later. Most of the drafts which are refused are so treated because the goods are not up to sample, or for some other legitimate reason. The sharp practice of refusing drafts due to the market price having fallen, or for similar reasons, is very seldom in evidence, and will only be indulged in by firms who should never have been given credit facilities. Full credit information can be easily obtained on any firm in the Union through the recognized channels—the banks and such firms as R. G. Dun & Company, Bradstreets, etc. The former company operate in South Africa and any subscriber to the Canadian branch has their full organization at its disposal.

As an ordinary precautionary measure, all drawers of drafts should attach instructions thereto, requesting that they be referred to a certain named party or parties, in case of any hitch in payment. Such parties may be either the firm's representative or agent, or their legal advisers in the Union, or the Trade Commissioner. This will enable negotiations for a settlement of the points in dispute to be instituted immediately, as otherwise a period of two months must elapse before instructions can be obtained by mail. The powers of settlement which have been conferred upon the referee should be detailed upon the draft or an agreement, entered into between the supplier and his appointed referee, should previously be completed to enable him to negotiate. For example, the period for which the draft will be extended or the amount by which the draft may be reduced should be given in each case.

It is seldom that the points in dispute cannot be settled by informal arbitration between the importer concerned and the firm's local representation. In some cases, for example, where the goods are claimed as not being up to sample or damaged, etc., formal arbitration may be necessary. This can easily be arranged providing the referee has received the necessary authority from the supplier.

Where a draft has been refused before acceptance, and neither formal nor informal arbitration is successful, the importer should be served notice to complete the contract within a stated period of time. Failing such completion, the goods should be recovered and sold to the best advantage, the importer thereafter being sued for the costs of selling, and the loss, if any, which has been sustained, from the invoice value. Where the draft has already been accepted but remains unpaid at date of maturity, the position is less complicated, as ordinary legal action can be commenced in the South African courts looking to the recovery in full of the amount in question. This requires a power of attorney from the Canadian firm authorizing such action on the part of the referee. It will depend largely on the amount in dispute and the importer's resources as to whether legal action will be justified, but the threat of legal action is often sufficient to enforce payment. One outstanding amount—about $750—which has been owing for years, has recently been collected by this means. Commercial law in South Africa is based on British law and Canadian practice is generally applicable to that in South Africa. No time should be lost in realizing as much of the value of the goods as possible. Long delays usually mean deterioration and obsolescence, with consequent loss to the supplier. Legal decisions in the courts of the Union are rendered with a celerity much the same as that in Canada, and the costs of action are also similar. It is not anticipated, however, that the need for legal action of this kind will arise, except in rare instances, providing the exporter obtain information on the financial standing of his clients through the recognized channels or be guided by his representative in the Union in the issue of credit terms. Agents of good standing protect their overseas principals against the possibility of contracting bad debts as far as they can do so, having regard to the information available. The only bad debts

contracted by Canadian firms in this market in recent years, which have been brought to the notice of this office, numbered four, and were the result, in two cases, of shipments on consignment. Of these, one was collected in full by the threat of legal action; in the other, legal action, through power of attorney, was resorted to and judgment obtained, although the resources of the importer did not allow of payment except by instalments in small amounts paid over a period of years. The remaining two were for shipments against drafts which were not accepted. One of these, chocolate confectionery, was finally disposed of for the full invoice value, resulting only in a loss of the small amounts involved in storage charges; the other draft was finally collected at a loss of less than 2 per cent. Neither of these latter two shipments would have been made if the exporters concerned had troubled to obtain a financial report on the firms concerned. All four collections or sales were made through the medium of this office. Generally, Canadian exporters can have no hesitation in dealing with South African firms whose position is stable, providing the ordinary commercial precautions, necessary at any time, be taken.

MILK CANS FOR THE IRISH FREE STATE

John H. English, Canadian Trade Commissioner

Dublin, September 6, 1929.—Dairying is one of the largest industries in the Irish Free State, and with its various branches, including the making of butter and the production and shipment of milk and cream, it is one of the most important trades of this country. The production of butter for export under Government regulation has shown an extensive increase during the past year or two, and has consequently caused an increased demand for cans for shipping milk and cream from the farms to the butter-making factories.

In addition to this "short haulage" trade for which small cans or churns, as they are called, are used, the shipment of milk and cream from the Irish Free State to England has become an important trade which calls for the use of an especially strong churn capable of withstanding a good deal of rough handling in transit.

While figures are not available to show the actual number of butter factories in existence at the present time, the official census of production indicates that in the year 1926 there were in operation some 226 central creameries and 71 independent separating stations throughout the Irish Free State, handling in that year over 161,000,000 gallons of milk and 5,177,000 gallons of cream. Since then the number of factories is reported to have been extended considerably.

During the past two years there has been a determined effort on the part of the Government Department concerned to increase the sale of Irish dairy produce in England by means of advertising and a higher standard of product, and results in the milk and cream trade have been encouraging. In whole milk the exports from this country have increased from 284,720 gallons in 1927 to 530,910 gallons last year. Separated milk and buttermilk exports were 270,185 gallons in 1927 and 255,897 gallons in 1928, while cream to the extent of 932,144 gallons was exported in 1928, as compared with 985,803 gallons in the preceding year. The grand total of these exports is 1,540,708 gallons for 1927 and 1,718,951 gallons for the past year. The important fact, however, is that this business is likely to increase from year to year with the resulting steady or increasing demand for shipping cans. As the average life of a churn, particularly those used in shipping milk or cream by rail or steamer over long distances, is comparatively short, farmers and other shippers engaged in this business are constantly required to be replacing their shipping cans.

The kind of can or churn most commonly used in this country and favoured by the shippers of milk and cream is of the Danish type, with slightly tapering sides, as well as the standard English railroad pattern type, farmers seeming to prefer the less expensive Danish and German cans to the more substantial and slightly more expensive can made in England.

All cans are made of heavy galvanized seamless steel, and are fitted with a push-on lid, which is preferably fastened to the can by means of a short chain. The Danish type of can, which is most favoured owing to price, is made of massive seamless steel, heavily tinned, absolutely smooth inside and having either a dome or shell lid. Sizes range from 6 to 20 gallons; the 10-, 15-, 17-, 18- and 20-gallon sizes being used almost exclusively. Cans of over 20-gallon capacity are rarely used, owing, it is believed, to the lack of facilities for handling such large containers.

Recent prices reported on these cans to consumers in lots of twelve, freight paid, are as follows:—

Size in gallons—	6	8	10	12	15	17	20
Danish type	17s.	19s.	22s.	25s.	33s.	40s.	42s. 6d.
English railway pattern, plain or banded	30s.	31s.	34s.	36s.	41s.	43s. 6d.	46s.

All prices quoted are for lots of twelve or more, with freight paid to the point of destination in Ireland. The prices mentioned, of course, are those quoted by leading distributors in the Free State to dairies, creameries and farmer customers.

Few if any milk cans or churns are manufactured within the Irish Free State. Statistics for the year 1927 show that the value of milk can imports amounted to £29,859. Sources of supply were chiefly as follows: Great Britain, £8,854; Northern Ireland, £3,751; Germany, £14,700; Holland, £800; France, £800; Belgium, £500; Sweden, £400; Denmark, £100.

Business is usually done on a cash against documents basis, or terms for approved credits, payment being made preferably in sterling. There would appear to be an opening for Canadian milk cans providing prices and quality can be met in face of a long and probably expensive ocean haul.

There is no customs duty on dairying machinery of this type entering the Irish Free State.

UNITED KINGDOM CROPS

Harrison Watson, Canadian Trade Commissioner

London, September 11, 1929.—With practically no break in the phenomenally fine weather which has lasted throughout the whole summer, the harvesting of cereal crops in England and Wales was conducted under almost ideal conditions, more especially in the South. As a result, the final returns of the leading cereal crops, wheat, oats and barley, will be very much better than was at one time anticipated, in spite of the record spell of drought accompanied successively by cold and heat, which has been experienced throughout the year.

In consequence, the official forecast issued by the Ministry of Agriculture as representing conditions in England and Wales on September 1 shows a substantial advance in the case of cereal crops over similar figures published a month previously. The returns are as follows:—

	1929	1928	Forecast, 1929		Production
			August 1	September 1	1928
	Acres	Acres	Tons	Tons	Tons
Wheat	1,330,000	1,396,000	1,120,000	1,174,000	1,266,000
Barley	1,122,000	1,185,000	884,000	925,000	1,019,000
Oats	1,852,000	1,763,000	1,385,000	1,431,000	1,443,000

The season has been a particularly favourable one for wheat. Although in many areas not only wheat, but also barley and oats, are short in the straw and thin in places, on lighter soils the ears have filled out well and the quality of the grain is generally satisfactory.

Going into details, the yield of *wheat* per acre over England and Wales is estimated at 17·7 cwt., or about $\frac{1}{3}$ cwt. above the ten-years' average. That of *barley,* if the estimate of 16·5 cwt. is realized, will be about $1\frac{1}{3}$ cwt. above the ten-years' average. Although autumn-sown, *oats* suffered severely from winter conditions. The crop altogether is judged to be about 15·5 cwt. per acre over the whole country, or about $\frac{1}{2}$-cwt. per acre above average.

Beans have turned out a very variable crop, and the forecast for the whole country of 14 cwt. per acre is $2\frac{1}{2}$ cwt. less than in 1928, and 2 cwt. below the decennial average. *Peas* are rather better, and with a probable yield of 15·9 cwt. per acre should be nearly 2 cwt. above the ten-years' average.

ROOTS

The rain which fell in some parts of the country benefited the position as regards root crops. Although increased moisture would have been welcome, average crops are expected in most districts.

HOPS

The time-honoured practice of hop-picking is now general in all districts. The warm and fine conditions of August have been beneficial to the development of the cones, and an average crop of good quality is expected, both in Kentish and West Midland hop gardens. The official outlook is placed at 13 cwt. an acre, or $2\frac{3}{4}$ cwt. greater than in 1928 and $1\frac{1}{4}$ above the ten years' average.

HAY

The fate of the hay crop was determined some time ago, and a general shortage all over the United Kingdom has already been reported. Hay-making, however, is not completed until the end of August in certain districts. For this reason, the official report includes some final remarks on this year's crop. Although hay-making was throughout conducted under the most favourable conditions, it is now known that the yields per acre of seeds and meadow hay will not exceed $21\frac{1}{2}$ cwt. and $15\frac{1}{4}$ cwt. respectively, or $6\frac{1}{4}$ cwt. and 5 cwt. below the ten-years' average.

As has been explained in previous reports, the trade in this country make a habit of stressing the "second cut" as a determining factor in finally fixing the likely import requirements of the country and the trend of prices, whereas the official report confines itself to the statement, "Second cuts of seeds hay will be variable and fewer than usual." It is therefore advantageous to add, for the information of Canadian hay exporters, that according to reports collected by another authority, there seems no chance of the drastic deficiency of the first crop being substantially made up by any later yield. Even making full allowance for some growth which has taken place in a few districts, the outstanding fact is that there is practically no second growth this year. Indeed, reports from all over the country afford a practically unrelieved picture of bare, scorched and dried-up pastures.

DEMAND FOR FISH PASTE IN THE NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, September 9, 1929.—There is a considerable demand throughout the North of England for various types of fish pastes, including lobster and crab. The trade, however, is well taken care of by manufacturers in this country, whose products are attractively packed in glass jars and well advertised.

Periodically this office is asked to assist Canadian exporters in finding a market for canned lobster paste or tomali, but invariably it has been found almost impossible to arouse any serious interest among the trade. While it is understood that there has been a very limited amount of business done during the past few years in ¼- and ½-pound tins of Canadian lobster paste for domestic trade in this district by one or two firms who have specialized in it, there is no evidence to show that the trade is expanding. There is a decided prejudice against tinned pastes: the average housewife insists on buying this class of goods packed in glass containers.

Several canned goods agents have stated that from time to time their efforts to market lobster paste in tins for domestic consumption have met with complete failure. One firm of brokers have recently declined an offer of an agency for Japanese tinned crab paste because of the preference for the glass container plus domestic competition. English-made lobster paste in well-advertised brands is available in attractive glass containers at from 11 cents per jar in the smallest size of approximately 3 ounces up to 18 cents for the largest.

The limited shipments of Canadian lobster tomali or paste to Great Britain that occasionally come to the notice of this office are understood to be mainly used by manufacturers of paste in this country. While the chief raw material for lobster paste as produced in England is canned lobster, it is generally understood that certain manufacturers also purchase occasional small lots of tomali in ½-pound tins, which they use as a basis for preparing their own paste. Paste manufacturers are often able to purchase lobster which has been held over from the previous season in the hands of agents in this country at prices substantially below the current season's pack, as well as the cheaper grades of lobster which cannot obtain the prices realized by some of the better-known packs. Under such circumstances brokers advise that certain manufacturers are able to purchase canned lobster, particularly from Newfoundland, at such low figures that there is little inducement to buy the paste in tins, with the result that the potential market is greatly curtailed. To illustrate the limited extent of the demand among manufacturers, one firm in this district report that their annual requirements are never much over 100 cases. The majority of firms in this country who purchase Canadian tinned paste for this purpose seem to be located in the South of England.

For manufacturers, the ½-pound or ¾-pound tins are preferable to the ¼-pound container. Current competitive quotations on lobster paste are difficult to estimate in view of the variations in quality and the fact that manufacturers are apparently such occasional buyers, plus the effect which any cheap offers of canned lobster may be exerting at the moment on the value of paste. It is understood, however, that ¼-pound tins have been offered recently by agents on behalf of Canadian exporters at around $10.95 (45s.) per case of 96 tins delivered to buyers' premises.

Several importers and brokers on the Liverpool market engaged in the canned lobster trade have handled occasional 50- or 100-case lots of Canadian lobster paste for years past, but under the circumstances mentioned above it is difficult to interest an agent in taking on such a product, and those firms who periodically import small lots at present operate this trade more or less as a side line to their general lobster business.

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PROCESSED CHEESE SALES IN THE NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, September 11, 1929.—The consumption of cheese of all kinds is very much higher in Great Britain than in most other countries, and for a great many years past the North of England has been an important outlet for Canadian cheddar cheese, which enjoys an established position in this market by reason of its excellent quality. The consumption of cheddars, which have retailed at an average of about one shilling (24 cents) per pound, with occasional fluctuations, for some time past, is of course much wider than any other kind of cheese, and it is the view of trade authorities that it will continue to maintain its important position in the trade.

During the past few years, however, there has also been a steadily growing demand for a more expensive cheese of the specialty type, and particularly for what are generally described as processed cheeses put up in convenient packages and highly advertised, with the result that there are now a great many different brands on the English market.

Advertising and general propaganda work by distributors, the advantage of handling a branded already-packed article, and the fact that large stocks do not have to be carried, have all been factors toward winning over many retailers to this class of cheese.

When one internationally known firm first introduced their cheese to the English market some years ago, shipments were made from Canada, and up until comparatively recently imports of processed cheese to Liverpool from Canada were fairly substantial, as, in addition to this brand, several others were exported from the Dominion. The largest manufacturers in the business, however, have since been concentrating more on production in England, with the resultant effect on the exports of processed cheese from Canada to this country. Imports of processed cheese into Liverpool by regular liners from Canada during the calendar years 1925, 1926, 1927, and 1928, in bundles, cases and cartons, were 135,851, 70,954, 52,552, and 43,926 respectively.

The above figures indicate a quite definite falling off in Canadian shipments to this port. It is estimated that at present approximately 50 per cent of the processed cheeses now sold in England are being manufactured in this country, owing no doubt to cheaper costs of production and certain advantages in distribution. Only two or three brands are still being shipped from Canada, the balance being mainly from Holland, Switzerland, France, and Belgium. Producers in those countries who have been closely studying this market in recent years have been capturing a substantial share of the trade in attractively-packed cheeses, particularly in Gruyère varieties.

When the trade in processed cheese was first introduced the 5-pound loaf, sold in slices by the retailer, was the most important size on the market. In more recent years the demand for loaf cheese in 5-pound sizes seems to have been falling off in favour of 1-pound and ½-pound blocks. In addition to the small blocks, a type of package which has been even more rapidly growing in popularity has been the small circular box containing six, eight, or twelve individual portions, wrapped in attractive tinfoil, carrying the brand on the outside. One popular brand is put up in 1-ounce sizes containing twelve portions to the box and also in 2-ounce units packed six to a box. The advantage of this type of packing is that the cheese is kept in better condition, and the small individual piece is only opened as required. This has been adopted by the majority of English and Continental producers. A number of brands, particularly in the small round containers, have fixed retail selling prices. Most of the

loaf cheese is understood to sell to wholesale distributors at around 1s. 0½d. (25 cents) per pound, at 1s. 1½d. (27 cents) to the retailer, and at 1s. 4d. (32 cents) to the consumer.

This is a general average price, but the best-known brand on the market, by reason of its being first in the field and heavily advertised, is understood to usually command a premium of 4 cents per pound higher than most competitors. Prices for cheese put up in fancy boxes in small portions depend on type and size of container. One or two well-known brands are sold in 2-ounce sizes at 5 cents each or 30 cents per box of six. The 1-ounce sells at 3 cents each or 36 cents per box of twelve.

Most of the business is done in manufacturers' own brands, but it has been reported recently that the practice of large distributors packing goods put up under the buyer's label has been growing. Such distributors are able to get a small discount below the usual wholesale terms, depending on the quantities purchased.

Competition for all the available business is extremely keen, and to introduce a new brand an extensive advertising campaign, including a liberal supply of samples, showcards, etc., plus an organized canvassing of the retail trade by specialty salesmen, is almost an essential. Little purchasing appears to be done by importers on c.i.f. terms in the case of imported brands, and most of the manufacturers in this country arrange for the carrying of stocks to meet the convenience of distributors.

Under the circumstances, the outlook is not encouraging for an unknown brand. One or two recent experimental shipments from Canada to importers in this country, which have come to the notice of this office, are understood to have been unsatisfactory from the shipper's point of view on account of the low prices realized. The only way by which a share of this business could be obtained by a new Canadian firm entering the field would appear to be through the setting up of a sales organization in this country, plus a considerable initial outlay in advertising, and in the face of existing competition from domestic and Continental producers, it is an open question as to whether or not such a step would be profitable in the long run.

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. Millin, Commercial Agent

Butter Production in Australia

Sydney, August 22, 1929.—The winter just ending has been the severest recorded for many years, and very heavy frosts have played havoc with the pastures. Butter production in the State of New South Wales is almost at the minimum point for the season. General conditions, however, are satisfactory, and the present outlook, owing to good rains, is that an excellent season is ahead.

Wheat-growing in Australia

Broadly speaking, the position at time of writing is that the crops of the Eastern States are in a backward position, owing to the unfavourable climatic conditions experienced for two months after sowing. Good rains have since fallen in many districts, but have come too late to be of practical service. The State of Western Australia affords a marked seasonal contrast to the Eastern States. The agricultural districts have received bountiful rains throughout the winter, and wheat prospects are extremely favourable.

Commercial Whale and Shark Fishing in Australia and the Antarctic

Judging by the number of floating whale refineries under construction abroad, it appears that the mammal is to be ruthlessly hunted in the Antarctic for some time to come.

Last season a number of Norwegian whalers were engaged, and the season was stated to be easily the best on record: 5,500 whales were taken, yielding 66,000 tons of oil, representing an increase of 47 per cent on the figures for the previous year. It is reported that aeroplanes are to be used next season for locating them.

Steps are being taken now in Sydney to form a company with a capital of £750,000 to engage in the industry. In addition to whaling in the Antarctic, the company proposes to extend its operations to Australia, and for that purpose will form a whaling station in Western Australia and another in Eastern Australia. The seasonal migration takes the whales from Southern latitudes along both the eastern and western coasts of Australia, but they go farther up the western coast on account of the cold current travelling to a greater distance.

Commercial shark fishing, although in its infancy in Australia, is stated to pay well. Line fishing was at first tried, but this has given way to net fishing, with nets of 12-, 16-, and 20-inch mesh. They are 20 feet deep and are used in depths up to 120 feet. The skins are being tanned into leather; a ton of shark yields 90 square feet of leather. The flesh is cut into strips, soaked in brine and dried and shipped to Africa and the Malay States, where it is in good demand.

In addition to being profitable, it is stated that the capture of so many sharks will effectually assist the trawling industry by preventing great destruction of shoal fish.

Search for Oil in Australia

Oil is still being persistently searched for at Roma, in Queensland. No. 3 bore was continued until exceedingly hard rock was encountered at 3,128 feet. The depth of the bore was further increased to 3,209 feet, and the bore showed that the drills had passed through granite for the distance mentioned. On the recommendation of the geologists, it was decided to discontinue boring and test the oil strata passed through at 2,813 feet where definite evidence of oil had been recorded. In No. 1 bore, which has reached a depth of 3,728 feet, it was decided to test the horizon before going deeper. Swabbing was commenced, and gas commenced to appear shooting heavy mud over the derricks. The test disclosed gas escaping at the rate of 180,000 cubic feet per hour. Later the test showed an increase to 290,000, then to 470,000 feet. The last test made registered 1,000,000 feet per hour.

Recently a motor car was driven from Brisbane to Sydney on petrol stated to come straight from the absorption plant, and it was used without any alteration in the adjustment of the engine. The 732-mile journey—most of it over rough roads—was completed on 42 gallons—an average of $17\frac{3}{7}$ miles to the gallon.

Prospecting for oil in many parts of Australia, other than Roma, is being energetically pursued, but so far without any satisfactory results. The chief areas which are being prospected for oil in Australia are the tertiary marine strata of Victoria and South Australia, the permo-carboniferous formation of New South Wales, the trias-jura of Queensland. In New Guinea the tertiary formations are being prospected.

Australian Wool Sales

The value of the wool sold in the Commonwealth of Australia during the twelve months ended June 30 last was £57,122,056, as compared with £60,873,662 for the previous season. The net production of the Commonwealth for last year was 2,862,877 bales, an increase of 189,877 bales over the previous season. The average value, however, was considerably lower, being £21 10s. 6d. per bale as compared with £24 19s. 11d. per bale for the previous season, and £21 13s. in 1926-27. Considering the conditions prevailing in consuming countries, the financial results of the season are regarded as highly satisfactory.

The readjustment process which took place at the latter end of last season, whereby prices receded from 20 to 25 per cent, is now regarded by producers as having passed its critical point, the trend again pointing to better conditions. Indications almost everywhere point to a smaller clip for the coming season. Sheep are cutting their fleeces lighter, and the decrease is from 1 to 3 pounds per head, which, if continued, will lead to substantial falling-off in the aggregate quantity marketed. In some parts of Australia drought conditions have been extremely bad and continue to be so.

The first sale of the season at Sydney will be held on 9th September, and, in view of the extraordinary conditions existing in the wool trade, opinions are many and varied with regard to opening prices.

WRAPPED CONFECTIONERY, CHOCOLATES AND CANDY FOR NEW ZEALAND

Mr. C. M. Croft, Canadian Trade Commissioner, P.O. Box 33, Auckland, New Zealand, has forwarded an inquiry from an Auckland firm who wish to purchase quantities of wrapped confectionery, including wrapped chocolate and candy of different kinds such as mints and other small lines. The firm in question request illustrations and c.i.f. prices for confectionery of this description which sells in Canada at 1, 5 and 10 cents. The quality must be good in order to compete with similar lines offered in the market. Details may be obtained on application to the Department of Trade and Commerce, Ottawa (quoting file No. 28192).

TRINIDAD'S EXPORT TRADE IN 1928

F. L. Casserley, Canadian Trade Commissioner

Jamaica, August 26, 1929.—During 1928 Trinidad's domestic exports (i.e. of local produce) amounted in value to £6,184,464, while exports other than domestic yielded £501,991, giving a total of £6,686,455, or £667,591 more than the corresponding total for 1927. The following table shows the direction of the total export trade during 1927 and 1928:—

Countries of destination	1927 £	1927 Per cent	1928 £	1928 Per cent
United Kingdom	1,573,014	26.13	1,977,545	29.58
United States	1,729,598	28.73	1,811,873	27.10
Canada	421,156	7.00	673,533	10.07
Ships stores and bunkers	322,652	5.36	518,793	7.76
Holland	306,985	5.10	307,935	4.61
France	438,871	7.29	294,454	4.40
Germany	189,356	3.15	238,646	3.57
British West Indies	236,191	3.92	227,063	3.40
Other British Possessions	355,588	5.91	176,735	2.64
Venezuela	58,707	0.98	56,300	0.84
British Guiana	59,472	0.99	44,956	0.67
Italy	36,441	0.61	39,643	0.59
Other countries	290,833	4.83	318,979	4.77
	£6,018,864	100.0	£6,686,455	100.00

The subjoined statement shows the chief markets for the colony's principal products during 1927 and 1928, with quantities and values of exports to each:—

Oil, Petroleum (all kinds):			
Total exports	gallons	155,986,964	222,658,646
	£	2,326,361	2,493,290
Exports to United Kingdom	gallons	54,369,812	98,029,989
	£	711,504	918,888
Exports to United States	gallons	36,248,497	44,326,722
	£	696,943	712,337
Exports to Ships Bunkers	gallons	24,305,638	52,458,541
	£	236,721	416,069
Exports to B.W.I.	gallons	4,550,370	5,009,315
	£	157,188	154,307
Asphalt:			
Total exports	tons	186,363½	152,287½
	£	464,475	402,564
Exports to United Kingdom	tons	56,828	49,004
	£	170,550	147,012
Exports to United States	tons	76,931½	46,081
	£	136,122	83,943
Exports to Holland	tons	14,075	12,850
	£	42,225	38,550
Cocoa, Raw:			
Total exports	pounds	51,934,857	58,008,156
	£	1,671,883	1,651,179
Exports to United Kingdom	pounds	4,252,375	3,039,880
	£	144,732	83,704
Exports to United States	pounds	21,227,212	26,872,525
	£	666,077	759,774
Exports to France	pounds	10,342,074	8,764,763
	£	334,018	248,515
Exports to Germany	pounds	3,107,510	4,952,696
	£	100,848	147,545
Exports to Holland	pounds	5,902,550	4,116,512
	£	188,679	116,855
Exports to Canada	pounds	2,273,405	4,429,296
	£	73,687	124,336
Copra:			
Total exports	pounds	12,498,983	21,351,860
	£	146,895	227,555
Exports to United Kingdom	pounds	2,217,420	5,564,718
	£	25,158	63,756
Exports to Holland	pounds	5,626,907	13,035,190
	£	67,068	133,534
Exports to Germany	pounds	4,144,112	1,958,812
	£	49,350	22,675
Sugar:			
Total exports	pounds	93,643,526	166,011,481
	£	762,366	1,201,477
Exports to United Kingdom	pounds	53,590,624	92,267,722
	£	433,989	685,381
Exports to Canada	pounds	39,139,940	73,408,924
	£	321,134	513,326

Besides these main items, there were shipments of the following:—

Cocoanuts—6,799,655 in number worth £34,824, chiefly to the United States; Canada took 1,851,535 worth £9,323.

Molasses—1,622,018 gallons valued at £16,913, mainly to the United Kingdom and the United States, Canada being a very small customer.

Angostura bitters, a total of 49,336 gallons valued at £70,101, principally to England and the United States.

In recent years a considerable increase in the trade in copra (the dried meat of the cocoanut) has resulted in diminished shipments of cocoanuts in Trinidad, as in other parts of the British West Indies.

It will be noted that Canada's purchases of raw cocoa and of sugar increased very considerably in 1928; these two items are responsible for about 95 per cent of the large increase (£252,377) in the total value of shipments to the Dominion during the year. Nevertheless, although exports to all Empire countries for the year under review increased by 2·41 per cent over the figures for the preceding year, the Empire's share of Trinidad's total export trade in 1928 was 46·36 per cent. Great Britain takes very nearly all the rum produced in the

colony, and England and Canada between them very nearly all the sugar and molasses (which together were 19·70 per cent of the total value). But petroleum oil and cocoa are very important items of Trinidad's export trade, accounting for the following respective percentages thereof (as regards value) during 1928: oil (i.e. petroleum), £2,493,290, or 40·23 per cent; cocoa, £1,651,179, or 26·70 per cent. Besides, asphalt shipments were worth £402,564 (6·51 per cent)—bringing the percentage of mineral products to 46·74. Less than one-half the output of asphalt, and only slightly more than one-half that of petroleum, went to Empire countries, Canada not being a customer; but as shown by the detailed tables of exports given above, the United States is by far Trinidad's best customer for cocoa. Only 16·3 per cent of the total exports of this article went to Empire destinations, although for the first time in ten years Canada took more than Great Britain. For many years previously the position was the very reverse; as recently as 1925 England bought about five times as much cocoa from Trinidad as did Canada. Doubtless the special preference granted to Trinidad cocoa imported into the Dominion in terms of the 1925 trade agreement has had something to do with this change. Nevertheless there seems to be still plenty of room for improvement.

RE-EXPORTS

The value of goods re-exported from Trinidad during 1928 was £501,991, being an increase of £71,218 over the 1927 total. Most of these goods originated in Venezuela, the principal items being raw cocoa (9,251,480 pounds valued at £262,184), hides and skins, and tonka beans.

TRANSHIPMENTS

Its geographical situation makes Trinidad a convenient point of distribution for goods destined to Venezuela, the French and Dutch West Indies, Dutch Guiana and neighbouring territories. Also, ships trading to and from South American ports regularly call at Port of Spain to take in stores. The transhipment trade is very large, and embraces about every known article of commerce originating in England, Europe, Canada, and the United States. The total value of transhipments in 1928 was £1,005,942, or £298,790 more than in 1927. The business is very lucrative to the shipping companies and to owners of lighters; it also affords employment to considerable numbers of stevedores.

SHIPPING TRADE

There was a considerable increase, both in number and in tonnage, in the shipping of the colony during the year under review, as will be seen from the following statement:—

	Number	Tonnage	Number	Tonnage
	1927		1928	
Vessels entered	2,128	2,777,310	2,227	3,342,374
Vessels cleared	2,124	2,755,540	2,234	3,351,001

Approximately two-fifths of these ships were British.

CHANGES IN CONSULAR LIST

The Department of External Affairs announces the following changes in the consular list:—

Mr. E. E. Palmer as Consul General of the United States at Vancouver, B.C., replacing Mr. E. L. Harris; Mr. F. H. Larned as Vice Consul of the United States at Toronto, and Mr. T. J. Mason as Vice Consul of Brazil at Toronto, Ont.

TRADE OF JAMAICA IN 1928

F. W. Fraser, Canadian Trade Commissioner

IV. Notes on Imported Commodities—*Continued*

OILCLOTH (INCLUDING LINOLEUM)

Kingston, September 9, 1929.—This is a small trade, amounting in all to only £2,599 in value, a slight increase over the previous year. The United States was the principal supplier (£2,013), and the United Kingdom next (£463). Shipments from other countries were negligible. This material is dutiable at the rate of 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

PAINTERS' COLOURS AND MATERIALS

This trade amounted to £37,476 in value, against £29,234 in 1927. The United Kingdom was the principal supplier (£22,061), followed by the United States (£11,491) and Canada (£3,240). Paints and varnishes are dutiable at the rate of 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

PAPER

Newsprint.—Out of a total importation of newsprint paper valued at £18,178, Canada is credited with £14,317 in 1928. Small quantities were purchased from the United States, the United Kingdom, Germany, Norway, and Finland. This commodity, if intended exclusively for the printing of newspapers, magazines or periodicals, is admitted free of duty.

Writing Paper.—Importation of writing paper declined from £6,350 in value in 1927 to £2,964 in 1928: United Kingdom, £1,875; the United States most of the balance. Canada's share was £99. Writing paper is dutiable at 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

Playing Cards.—During 1928, 17,772 packs were brought in, having a total value of £357. The United Kingdom supplied 80 per cent of these, with small quantities from Canada and the United States. Playing cards are dutiable at the rate of 4½d. per pack under the preferential tariff and 6d. per pack under the general tariff.

Paper, Other Kinds.—Paper under this heading includes chiefly wrappings of all kinds, such as kraft, straw and fruit wrappers, and paper bags. This is a fairly substantial trade, amounting in 1928 to £44,848. The following countries were the principal suppliers: United Kingdom, £11,826; United States, £11,297; Belgium, £7,459; Germany, £5,289; Holland, £3,428; Canada, £2,263; and France, £875. Paper in this category is dutiable at the rate of 15 per cent preferential and 20 per cent ad valorem under the general tariff.

SILK

Broadstuffs.—A further increase in the importation of silk broadstuffs is recorded in 1928. During that year total imports amounted to £92,173 in value, as against £86,997 from all sources in 1927 and £57,335 in 1926. This represents a substantial increase, and is indicative of the increasing prosperity of the island. The principal suppliers of these goods were the United Kingdom (£50,236), Italy (£18,419), Japan (£11,162), Switzerland (£3,440), France (£2,825), United States (£2,626), China (£1,442), and Canada (£1,020).

Other Manufactures.—This trade more than doubled in 1928, amounting to £14,205 during that year against £5,044 in 1927. The growth is almost wholly attributable to increased shipments from the United Kingdom, whose sales

jumped from £578 in 1927 to £8,153 in 1928. Canada was the next largest supplier (£1,316), followed by the United States (£1,108), Japan (£955), and Germany (£826). Duties on silks and manufactures thereof are at the rate of 15 per cent ad valorem under the preferential tariff and 20 per cent under the general tariff.

SOAP

This is a large and steady trade, amounting in 1928 to £125,875 in value. Of this amount laundry soap accounted for £112,251, and toilet soap for £11,927. In laundry soap the United Kingdom gets the bulk of the trade, supplying in 1928 £88,090 of the total; the United States supplies most of the balance. The toilet soap trade is more evenly divided, £5,839 going to the United Kingdom, £4,025 to the United States, and £1,790 to Canada. Laundry soap, not including flaked, powdered, and similar soaps, is dutiable at the rate of 3s. 6d. per 100 pounds under the preferential tariff and 4s. 8d. under the general tariff. All other soap is dutiable at 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

WOOD AND TIMBER

Wood and timber of all sorts were imported into Jamaica to the surprising value of £185,253 in 1928, being in excess of the 1927 imports to the extent of about £43,000. About 85 per cent of the total came from the United States.

Pitch Pine, Rough.—Imports of this grade reached the unprecedented amount of 7,471,861 feet valued at £75,132. With the exception of £2,457 worth from Nicaragua and £572 from Canada, the business all went to the United States. Imports in 1927 totalled 4,234,992 feet.

Pitch Pine, Dressed.—The situation with respect to this grade is much the same as for the rough. A total of 7,564,401 feet was brought in (£74,046) against 6,015,349 feet in 1927. The United States supplied the bulk of this also.

Douglas Fir.—A spurt was made in shipments of Douglas fir from Canada in 1927, when this timber entered the Jamaican market in quantities for the first time. During that year importation of Douglas fir amounted to 4,810,708 feet valued at £35,276. Of this amount, 3,202,548 feet was rough lumber and the balance dressed. The following year saw a big falling off, total shipments amounting to 2,005,752 feet valued at £14,157. About 75 per cent of this quantity was rough lumber.

White Pine.—Canada was the only shipper of white pine to this market in 1928, supplying 484,138 feet of £5,564 value.

Shingles.—Total imports amounted to 2,589,762 shingles valued at £13,002. Most of these were cypress shingles from the United States, that country supplying 2,036,945 shingles. British Guiana supplied 299,950 Wallaba shingles, and Canada supplied the balance. This is the first time Canadian shingles have entered this market to any extent. An initial shipment of British Columbia red cedar shingles was made during that year, and this has been followed by numerous repeat orders. The difficulty in developing this trade lies in the lack of regular steamship communication between Vancouver and Jamaica, which has already seriously affected the trade in Douglas fir. Wood and timber of various kinds carry the following import duties:—

	Preferential Tariff	General Tariff
Unmanufactured—	s. d.	s. d.
(a) Lumber, sawn or hewn, undressed, by superficial measurement of 1 inch thick, per 1,000 ft.	6 9	9 0
(b) Lumber, sawn or hewn, wholly or partly dressed by superficial measurement of 1 inch thick, per 1,000 ft.	10 6	14 0
(c) Shingles, cypress, more than 12 inches in length, per 1,000	4 6	6 0
(d) Shingles, Wallaba, per 1,000	4 6	6 0
(e) Shingles, Boston chips and all shingles not otherwise enumerated or described, per 1,000	3 0	4 0

FURNITURE

Imports under this head amounted to £26,541 in value. The United States was the largest supplier (£13,046), followed by Canada (£5,546) and the United Kingdom (£4,129). Smaller amounts were shipped by Germany, Hongkong, Poland, China, Cuba, Japan, Austria, France, and Czechoslovakia in the order named. Articles in this category are dutiable at 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

HOOPS, SHOOKS, STAVES, AND HEADINGS

A fairly large trade was carried on in these articles, valued in 1928 at £54,821—a decline of £18,675 as compared with the previous year. The bulk of this business is made up of rum puncheons, which come largely from the United States. Considerable quantities of honey casks are also imported, and these come chiefly from the United States as well. Included in this heading are orange and grapefruit boxes, of which it is estimated about 200,000 are imported annually. This class of goods is on the free list of Jamaican imports.

WOOL MANUFACTURES

Imports under this head dropped from £75,074 in 1927 to £60,729 in 1928. The United Kingdom supplied over 90 per cent of the total. Woollen piece goods account for a large proportion of this item, but considerable quantities of men's and women's underwear, bathing suits, and sweaters are also imported. Import duties amount to 15 per cent ad valorem under the preferential and 20 per cent under the general tariff.

IMPORT DUTIES

No changes were made in Jamaican Customs duties during the year. The yield from import duties, exclusive of parcel post duties, amounted during 1928 to £1,094;559, being an increase, as compared with the previous year, of £109,979. The parcel post duties yielded £46,877—£539 more than in 1927.

The package tax ceased to be collected after March 31, 1928. This was a temporary tax imposed on packages of various kinds at rates varying from 1s. to 2s. each. This tax was first imposed in 1919, and continued until last year.

LOANS TO UNITED STATES WOOL GROWERS

Frederic Hudd, Canadian Trade Commissioner

New York City, September 16, 1929.—The Federal Intermediate Credit Banks have made commitments to co-operative wool growers' associations in the United States to lend approximately $9,000,000 for marketing wool throughout the year, according to an announcement made by the Federal Farm Loan Board. The eight wool marketing organizations are located mostly in the Middle West and on the Pacific Coast, including the State associations of Wyoming, Utah, Montana, Nevada, Colorado, and North Dakota. The Federal Farm Loan Board statement indicates that in most cases 60 per cent of the current market price has been advanced and the money made available at a rate of approximately 5½ per cent, with a sufficient allowance of time to make it possible for poolers of wool to avoid being forced to sell their products when market conditions are poor.

A large quantity of wool is sold through the National Wool Exchange, Inc., of Boston, which is owned by co-operatives and wool interests. Much of the wool is stored in Boston.

THE ECONOMIC SITUATION OF FRANCE

Hercule Barré, Canadian Trade Commissioner

Paris, September 2, 1929.—French industry and commerce still evidence the high-water mark of activity, and complaints are general as to the slow deliveries by manufacturers, who explain that owing to shortage of labour the volume of orders received exceeds their productive capacity. The volume of internal trade is steadily rising, and this is evidenced by the regular increase in the yield of sales tax.

Some economists fear that the high percentage of the national income taken away in taxes is a dangerous feature of the situation, likely to provoke a violent reaction in the near future. Especially threatening, according to these economists, is the inability of French industry to provide for national needs, making France dependent upon external sources to an increasing extent.

EXTERNAL TRADE

For the first seven months of 1929, the external trade of France has been as follows:—

Imports

	Jan.-July, 1929 Francs	Jan.-July, 1928 Francs	Difference Francs
Foodstuffs	8,112,604,000	6,524,285,000	+1,588,319,000
Raw materials	21,527,040,000	19,546,389,000	+1,980,651,000
Manufactured goods	5,627,567,000	4,199,610,000	+1,427,957,000
Total	35,267,211,000	30,270,284,000	+4,996,927,000

Exports

Foodstuffs	3,498,864,000	3,663,800,000	— 164,936,000
Raw materials	7,386,946,000	7,401,676,000	— 14,730,000
Manufactured goods	18,111,072,000	18,127,517,000	— 16,445,000
Total	28,996,882,000	29,192,993,000	— 196,111,000

The import increases for 1929 are distributed fairly over the three groups: foodstuffs, raw materials, manufactured goods. Under the latter heading an increase is shown of 34 per cent over the figures for the corresponding period of 1928. Exports show a diminution of less than 1 per cent, spread over the three groups.

Imports and exports, when tonnage is considered, show the same proportions of increases and decreases, with the sole exception of exports of manufactured goods, which show a larger tonnage in 1929 than in 1928, although their value was slightly less. Improved methods of production or competition may explain this fact. The weights below refer to metric tons.

Imports

	Jan.-July, 1929 Tons	Jan.-July., 1928 Tons	Difference Tons
Foodstuffs	4,038,839	2,818,121	+1,220,718
Raw materials	28,470,472	24,185,320	+4,285,152
Manufactured goods	1,164.080	757,505	+ 406,575
Total	33,673,391	27,760,946	+5,912,445

Exports

	Jan.-July, 1929 Tons	Jan.-July, 1928 Tons	Difference Tons
Foodstuffs	851,757	1,070,613	— 208,856
Raw materials	19,145,745	19,529,573	— 383,828
Manufactured goods	3,042,556	2,954,043	+ 88,513
Total	23,050,058	23,554,229	— 504,171

Manufactured goods imported in 1929, as compared with the figures for same period of 1928, show 54 per cent increase on the weight basis, and 34 per cent increase on the value basis.

The large increase in the tonnage of raw materials imported in 1929 as compared with 1928 is due to coal, the quantities imported in 1928 having been 14,072,355 metric tons and 17,140,027 tons in 1929. The average price per ton was less in 1929 than in 1928. To that extent coal exporting countries have benefited from the general prosperity of France.

The deficit in the external trade of France is largely offset by the surplus of the invisible balance, made up of interest and dividends on foreign investments, and the tourist trade, which continues to increase from year to year.

FINANCE

The latest statement of the Bank of France, under date of August 23, shows a gold reserve of 38,803,740,570 francs. It covered at that date 45·85 per cent of the Bank's commitments, against the 35 per cent minimum fixed by law. This is the highest percentage ever recorded by the Bank.

The present gold reserve of the Bank of France is higher than it stood on the morrow of stabilization of the franc, by 9,800,000,000 francs, in round figures. This achievement is eloquent of France's sound economic situation and of her general financial policies.

It should be noted that these results have been made possible by heavy increases of taxation, so heavy that in many cases the entire profits of many large concerns were taken away by the tax-collector, leaving nothing for the shareholders. These abnormal sacrifices are about to be lightened, and a beginning has been made already, some of the most severe hardships imposed upon certain classes of the community having been removed by Parliament at the end of its last session.

RATE OF INTEREST ON MONEY

The average rate of interest earned by shares and bonds issued since 1925 by public companies is steadily decreasing, proof of the gradual return of public confidence in long-term issues and the increase of available liquid capital. Much of this available capital was no doubt of foreign origin.

In 1925 the average was 8·35 per cent; in 1926, 9·45 per cent; in 1927, 7·65 per cent; in 1928, the average for January was 7·25 per cent and for December 6·05 per cent. In January, 1929, it stood at 6·05 per cent and in July last it was 5·95 per cent.

The total value of public issues made in July, 1929, was 1,543,000,000 francs, the highest ever reached

TREASURY RECEIPTS FROM TAXES

Treasury receipts continue to show surpluses as compared with budget estimates and the results in 1928.

For the first seven months of 1929, taxes of all kinds yielded 3,868,000,000 francs more than budget estimates, and 2,679,000,000 francs more than the yield of the corresponding period of 1928.

RAILWAY RECEIPTS

Railway receipts continue to be in advance of those of 1928. From January 1 to July 29, 1929, the receipts of the seven railway systems of France amounted to 8,598,967,000 francs, an increase of 446,182,000 francs over the corresponding period of 1928. The number of freight trucks loaded also shows an increase over that of the same period of 1928.

FRANCE'S 1929 CROPS

All reports sent to the Ministry of Agriculture point to very large crops, especially in respect of cereals, wine, and potatoes.

Figures are not available for wine and potatoes, but estimates of the wheat crop give a total of 86,500,000 quintals in France alone, against 76,000,000 quintals in 1928. As the needs of the population require an average of 90,000,000 quintals. the shortage of 3,500,000 quintals will easily be made up by Algeria, Tunisia, and Morocco, thus making France practically independent of foreign supplies.

It is true that Manitoba hard has become a necessity for bakers and manufacturers of Italian pastes, but it is stated that extra large quantities of foreign wheat have been imported just previous to the recent raising of duties on wheat. The broad fact is that France will need to import 10,500,000 quintals of foreign wheat less than she did in 1928, and this is likely to affect the exports of Canadian wheat into France during the next twelve months.

CANADA'S EXPORTS TO FRANCE, JANUARY-JUNE, 1929

Canada's exports to France for the first six months of 1929 have reached a new peak, the preliminary official figures (subject to adjustment) being 559,683,000 francs, against 228,583,000 francs for the same period of 1928, and 410,359,000 francs for the first half of 1927.

The following increases are recorded for the period: pelts and raw hides, 3,482,000 frs. against 2,844,000 frs. in 1928 and 886,000 in 1927; fish, salted, dried and preserved, 32,900,000 frs. against 25,253,000 frs. in 1928 and 15,551,000 frs. in 1927; lobsters and crayfish 1,277,000 frs. against 1,128,000 frs. in 1928 and 436,000 in 1927; cereals, grains, flour and malt, 418,755,000 frs. against 146,815,000 frs. in 1928 and 293,323,000 frs. in 1927; timber, 2,060,000 frs. against 1,394,000 frs. in 1928 and 1,209,000 frs. in 1927; fodder and bran, 18,467,000 frs. against 2,961,000 frs. in 1928 and 1,350,000 frs. in 1927; woodpulp, 19,150,000 frs. against 13,344,000 frs. in 1928 and 11,412,000 frs. in 1927.

Stones and earths for arts and crafts show a great increase—12,726,000 frs. in 1929 against 6,647,000 frs. in 1928 and 5,163,000 in 1927; and copper, 1,764,000 frs. against nil in 1928 and 565,000 frs. in 1927; lead, 8,333,000 frs. in 1929 against 7,412,000 frs. in 1928 and 2,437,000 frs. in 1927; zinc, 8,399,000 frs. in 1929 against 4,063,000 frs. in 1928 and 2,954,000 frs. in 1927.

Canadian nickel appears in the list of French imports for the first time in three years, the figures for this first half of 1929 being 3,372,000 frs. Chemical products also show remarkable progress, the 1929 figures being 8,035,000 frs. against 2,098,000 frs. in 1928, and 1,076,000 frs. in 1927.

Steam machinery and others have regained some of the ground lost in 1928, the figures for the first half of 1929, 1928 and 1927 being respectively 12,012,000 frs., 1,987,000 frs. and 48,128,000 frs. Sundry articles record a substantial advance: 6,241,000 frs. in 1929 against 3,251,000 frs. in 1928 and 2,623,000 frs. in 1927.

A decrease is recorded in mineral tar, bitumen and asphalt, Canadian exports standing at nil in the first half of 1929 against 3,093,000 frs. in 1928 and 10,360,000 frs. in 1927.

JAPAN AS A MARKET

James A. Langley, Canadian Trade Commissioner

II

QUOTATIONS

Canadian firms endeavouring to do business in Japan should quote in either Canadian or United States dollars. This method, if combined with a price c.i.f. main Japanese ports, enables the importer here to figure out his laid-down cost, and enables him at the same time to compare the prices with those of other countries—a practice that is always followed, as Japan is very much a price market. In cases where c.i.f. quotations cannot be made, prices should be given f.o.b. shipping port, but this is a distinct advantage as the Japanese import firm is not always in a position to obtain the necessary ocean and other charges to the port in this country. Quotations should be net when possible, but if discounts seem necessary they should be simple in nature and not involve a great deal of calculation. Great care should be taken in following exactly the conditions of sale. Goods should be up to sample, shipped on time, and all marks and papers should agree, otherwise there is always the possibility that they will be refused. This has happened at times on very flimsy grounds.

There is no regulation enforcing any particular style of invoice, but in order to get clearance of goods from the customs an invoice signed by the exporter, partner or manager of the exporter must be produced showing the value in the currency of the country of manufacture of the merchandise to be imported, the contents of the various packages, marks and numbers thereon, and the various quantities and weights. In addition to showing the actual selling price to the purchaser in Japan, a special note should be made regarding the cost of freight, insurance and packing charges, provided the invoice does not distinctly state that the price mentioned is c.i.f. a definite Japanese port: the c.i.f. price is the basis on which the duty is imposed in the case of goods assessable under ad valorem duties. Invoices should be sent forward at least in duplicate, and a special effort should be made to have at least one copy arrive by the same boat as the shipment, otherwise considerable delay—and in some cases considerable expense—is entailed, as demurrage charges, especially in the case of lumber shipments, sometimes amount to a high figure. The customs authorities will not clear shipments without having first filed a signed invoice from the original shipper. Invoices must be signed in full, not initialled.

PACKING

Good strong cases must be used for shipments to Japan. The wood should be of sufficient strength to stand the handling of the cases into lighters and godowns, and the contents should be so secured that there will be no movement and consequent damage in transit.

It might be pointed out that in packing for this market consideration should be given to the following points:—

(1) As the climate of Japan is very humid, articles which are subject to dampness should be protected by a waterproof covering on the inside of the case.

(2) All heavy cases should be strapped so as to add greater strength to the package.

(3) As a convenience to the Customs authorities, and also to the Japanese importer, all boxes, cases, etc., should bear a serial number, the number on the case corresponding to a similar number on the invoice so that the customs inspector or importer may refer to this in order to find out the contents of the case. When the customs authorities know what a case contains, and it is

addressed to a well-known importer, it may not be opened. On the other hand, when cases are not properly numbered, or a reference given to the invoice, they are always opened at the customs shed and the contents carefully examined, especially so if one case is found to contain a miscellaneous lot of articles.

SHIPPING ROUTES

There are no direct steamship lines from Montreal, Halifax or St. John to Japan. However, goods may be transhipped at Boston or New York or sent by coastwise steamers to Vancouver via the Panama Canal. From Vancouver there is very frequent service both for passengers and freight. The Canadian Pacific, Dollar, Osaka Shosen Kaisha, and Nippon Yusen Kaisha lines carry passengers and freight, and in addition there are numbers of lumber boats and tramp steamers. A point seldom realized by Canadian exporters is the proximity of the Japanese market to Canada. Freight can be delivered in Yokohama nine days after it is put on board at Vancouver. This makes possible delivery of orders in Japan three to four weeks after they have been received.

BILLS OF LADING

No special form of bill of lading is required, but the form to be used is regulated by the general custom of the trade. However, it is of great importance that properly endorsed bills of lading should reach the importer by the same steamer as that upon which the goods are shipped, as great inconvenience is occasioned when these do not promptly come to hand. In the event of non-receipt, the steamship companies demand letters of guarantee signed by a specific bank before delivery orders will be issued. From past experience these properly endorsed letters of guarantee have been rather difficult to obtain, and as a result the importer in most cases has been unable to clear his merchandise from customs until the properly signed bills of lading have been received.

PARCEL POST SHIPMENTS

Canadian exporters sending merchandise to Japan through parcel post should give great attention to the packing of the articles, and care should be taken to see that it is such as will conform with the postal regulations. These require that every parcel should be securely and sustantially packed without unduly adding to the weight of the package, but packed in such a way that it can be opened without damaging the cover when the contents are examined by the customs officials. In making out the necessary Customs declaration, care should be taken to state the exact value and contents of each parcel and to have the declaration securely attached to each parcel.

Too much attention cannot be given to packing: parcels are subjected to considerable rough handling incidental to their rail and water journey of seven or eight thousand miles, with various transhipments en route, and require far more care in this way than do parcels for domestic delivery.

POSTAGE RATES

The rate on letters to Japan is 8 cents for the first ounce and 4 cents for each additional ounce. Parcel post rates are 20 cents for the first pound and 20 cents for each additional pound up to 11 pounds, which is the limit accepted for parcel post. It is important that letters to this country carry sufficient postage as double postage must be paid on whatever is overdue. There is a long delay before letters bearing insufficient postage are delivered in Japan, and an unfavourable impression is created in the mind of Japanese business men by the receipt of letters bearing short postage.

TRADE MARKS

As priority of registration and not priority of use establish trade marks and patents in Japan, Canadian firms contemplating this market should first have their patents or trade marks established. The Trade Commissioner is in a position to secure reliable persons to whom this matter may be entrusted. (For further information see *Commercial Intelligence Journal* No. 1096: January 31, 1925.)

BASIS OF DUTY

According to the Japanese Customs Tariff Law, the authorities here have the right to levy the duty upon an article subject to an ad valorem duty according to the domestic value of the goods in Japan on arrival at the time of importation. This regulation, however, is not applied unless it is obvious that the invoice submitted does not state correctly the value of the shipment, or if it shows that it has been prepared " for customs purposes ".

CURRENCY

The basis of the Japanese currency is the yen, which is equivalent to $·4984 (gold). Owing to recent fluctuations in the yen, quotations on Canadian goods should be given in dollars.

SOUTH AFRICAN TARIFF CHANGE ON RUBBER TIRES

A reduced rate of 6d. per pound, minimum duty or maximum duty, has been established in the Union of South Africa, effective since August 21, 1929, on the following classes of rubber tires: (i) when imported with chassis and metal frames of trailers, for bodies to be built or constructed in the Union (one tire per wheel); (ii) for attachment to chassis of motor vehicles assembled or manufactured in bond (one tire per wheel). The weight of the immediate wrapper is included in the weight for duty. The former rate on these tires was 10d. minimum duty and 12d. maximum duty, the minimum rate being applicable to Canada and the United Kingdom.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department, Wellington. Tenders should be addressed to the Secretary, Post and Telegraph Department, Wellington, in accordance with these specifications.

Date of Closing	Particulars
Nov. 6	600 copper earthplates to specification.
Oct. 8	800 indicator alarm fuses.
Oct. 7	70,000 galvanized steel small insulator bolts, to specification.
Nov. 19	100 telephone transformers.
Nov. 19	2,000 automatic wall telephones; 2,500 automatic table telephones to specification.
Nov. 18	6 resistance spools, 100 ohms; 24 resistance spools, 120/120 ohms; 24 resistance spools, 150 ohms; 24 resistance spools, 140 ohms; all to specification.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING SEPTEMBER 23

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 23, 1929. Those for the week ending September 16, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending Sept. 16, 1929	Week ending Sept. 23, 1929
Austria	Schilling	.1407	$ .1422	$ .1440
Belgium	Belga	.1390	.1399	.1404
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0298	.0299
Denmark	Krone	.2680	.2681	.2690
Finland	Markka	.0252	.0253	.0254
France	Franc	.0392	.0394	.0395
Germany	Reichsmark	.2382	.2397	.2407
Britain	Pound	4.8666	4.8817	4.9010
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4036	.4054
Hungary	Pengo	.1749	.1762	.1768
Italy	Lira	.0526	.0526	.0529
Jugo-Slavia	Dinar	.1930	.0177	.0177
Norway	Krone	.2680	.2682	.2690
Portugal	Escudo	1.0805	.0453	.0454
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1485	.1492
Sweden	Krona	.2680	.2697	.2706
Switzerland	Franc	.1930	.1940	.1948
United States	Dollar	1.0000	1.0071	1.0107
Argentine Rep.	Peso (Paper)	.4244	.4228	.4238
Brazil	Milreis	.5462	.1195	.1198
Chile	Peso	.1217	.1218	.1223
Colombia	Peso	.9733	.9744	.9766
Mexico	Peso	.4985	.4836	.4848
Peru	Libra	4.8666	4.0287	4.0431
Venezuela	Bolivar	.1930	.1943	.1950
Uruguay	Peso	1.0342	.9794	.9880
Cuba	Peso	1.0000	1.0000	.9993
Batavia, Java	Guilder	.4020	.4028	.4043
China	Tael	.....	.5621	.5628
India	Rupee	.3650	.3638	.3651
Japan	Yen	.4985	.4738	.4831
Siam	Baht (Tical)	.4424	.4532	.4573
Singapore, Str. Settlements	$	.5678	.5652	.5685
Jamaica	Pound	4.8666	4.8823	4.8997
Barbados	$	1.0000	$1.01\frac{1}{16}$—$1.02\frac{1}{4}$	$1.01\frac{2}{64}$—$1.02\frac{19}{32}$
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	$1.02\frac{1}{4}$—$1.02\frac{3}{8}$	$1.02\frac{19}{32}$—$1.02\frac{3}{4}$
Martinique	Franc	.0392	.0394	.0395
Guadeloupe	Franc	.0392	.0394	.0395

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

784. Cheese.—A firm of provision agents at Newcastle-on-Tyne are interested in representing a Canadian shipper of cheddar cheese on commission basis.

785. Eggs.—A firm of provision agents at Newcastle-on-Tyne are interested in representing a Canadian shipper of eggs on a commission basis.

786. Codfish.—Neapolitan importers desire Gaspé cure codfish.

787. Codfish.—Commission agent in Palermo, Sicily, desires connections with Gaspé codfish exporters.

788. Flour.—A firm in Santo Domingo wishes to purchase Canadian flour.

789. Grain.—A firm in Hamburg, Germany, wish to secure the agency of a Canadian exporter of grain.

790. Hay.—A firm of hay dealers in Newcastle desire to get in touch with Canadian shippers in a position to quote them direct c.i.f. Newcastle-on-Tyne.

791. Wheat.—A representative in Palermo desires Canadian connections for wheat.

792. Wheat.—A buyer and agent in Naples wishes to import wheat.

Miscellaneous

793. Footwear—Men's and Women's.—An agent in Catania, Sicily, would like to enter into business relations with manufacturers of men's and women's footwear.

794. Patent Leather.—An Italian representative in Palermo, Sicily, desires offers of patent leather.

795. Leather.—A representative in Catania is interested in Canadian leathers.

796. Patent Leather.—An agent in Naples desires to obtain Canadian patent leather.

797. Pine.—A firm in San Pedro de Macoris is desirous of purchasing Canadian white pine wood.

798. Lumber.—An agent in Catania, Sicily, desires to enter into business relations with Canadian exporters of lumber.

799. Lumber.—An important Sicilian lumber importer would like offers of Douglas fir.

800. Box Shooks.—A London company of timber agents have inquiries from Australia and New Zealand for box shooks and invite offers from Canadian manufacturers who are in a position to quote for this business.

801. Woodpulp.—An agent in Naples desires to obtain woodpulp for paper industry.

802. Metal Oxides and Lead Preparations.—A chemical factory for ceramic dyes in Meissen, Germany, wishes to get in touch with Canadian exporters of metal oxides and lead preparations.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Southampton.—Empress of Scotland, Canadian Pacific, Oct. 1.
To Hamburg.—Empress of Scotland, Canadian Pacific, Oct. 1.

From Montreal

To Avonmouth.—Vardulia, Anchor-Donaldson, Oct. 12; Nessian, Oct. 19; Nubian, Oct. 26—both White Star Line.
To Belfast.—Lord Antrim, Oct. 12; Melmore Head, Oct. 23—both Head Line.
To Cardiff.—Nessian, White Star Line, Oct. 19.
To Dublin.—Lord Antrim, Oct. 12; Melmore Head, Oct. 23—both Head Line.
To Dundee.—Cairngowan, Thomson Line, Oct. 25.
To Glasgow.—Melita, Oct. 10; Minnedosa, Oct. 26—both Canadian Pacific; Letitia, Oct. 4; Cormaldo, Oct. 11; Athenia, Oct. 18; Carmia, Oct. 25—all Anchor-Donaldson.
To Hull.—Incemore, Furness Line, Oct. 18.
To Liverpool.—Duchess of Atholl, Oct. 4; Duchess of Bedford, Oct. 11; Duchess of Richmond, Oct. 18; Duchess of York, Oct. 25—all Canadian Pacific; Doric, Oct. 5; Regina, Oct. 19; Laurentic, Oct. 26—all White Star Line; Antonia, Cunard Line, Oct. 11.
To London.—Beaverford, Oct. 4; Beaverhill, Oct. 11; Beaverburn, Oct. 18; Beaverbrae, Oct. 25—all Canadian Pacific; Canadian Mariner, Oct. 3; Canadian Spinner, Oct. 12; Canadian Rancher, Oct. 22—all Canadian National; Alaunia, Oct. 4; Aurania, Oct. 11; Ausonia, Oct. 18; Ascania, Oct. 25—all Cunard Line; Incemore, Furness Line, Oct. 18; Megantic, Oct. 3; Calgaric, Oct. 17—both White Star Line.
To Manchester.—Manchester Producer, Oct. 3; Manchester Commerce, Oct. 10; Manchester Citizen, Oct. 17; Manchester Division, Oct. 24—all Manchester Line.
To Newcastle and Leith.—Cairnesk, Oct. 4; Cairnvalona, Oct. 11; Cairnglen, Oct. 18; Cairngowan, Oct. 25—all Thomson Line.
To Southampton.—Montrose, Oct. 10; Montcalm, Oct. 17; Montclare, Oct. 24—all Canadian Pacific; Megantic, Oct. 3; Calgaric, Oct. 17—both White Star Line.
To Swansea.—Vardulia, Anchor-Donaldson, Oct. 12; Nubian, White Star Line, Oct. 26.
To Antwerp.—Canadian Mariner, Oct. 3; Canadian Spinner, Oct. 12; Canadian Rancher, Oct. 22—all Canadian National; Montrose, Oct. 10; Beaverhill, Oct. 11; Montclare, Oct. 24; Beaverbrae, Oct. 25—all Canadian Pacific.
To Bordeaux and Havre.—Grey County, County Line, Oct. 14.
To Bremen.—Koeln, Oct. 5; Crefeld, Oct. 26—both North German Lloyd.
To Copenhagen and Baltic Ports.—Frode, Scandinavian-American Line, Oct. 5.
To Hamburg.—Beaverford, Oct. 4; Montcalm, Oct. 17; Beaverburn, Oct. 18—all Canadian Pacific; Kings County, Oct. 11; Emden, Oct. 18; Brant County, Oct. 25—all County Line; Koeln, Oct. 5; Crefeld, Oct. 25—both North German Lloyd.
To Norwegian Ports.—Idefjord, Norwegian-American Line, late September.
To Rotterdam.—York County, Oct. 4; Hada County, Oct. 19—both County Line.
To South France and Italian Ports.—Valfiorita, Lloyd Mediterraneo Italian Service, Oct. 20.
To South African Ports.—Mattawin (also calls at Sierra Leone), Oct. 25; Benguela, Oct. 12—both Elder Dempster Line.
To South American Ports.—Canadian Traveller, Canadian National, Oct. 19; Sud Africano, Canadian-South American Line, Oct. 7.
To Australian Ports.—Canadian Commander, Canadian National, Oct. 30; Parracombe, New Zealand SS., Oct. 15.
To New Zealand Ports.—Canadian Conqueror, Canadian National, Oct. 25.
To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, Oct. 5; Champlain, Oct. 19—both Canadian National.
To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cathcart, Oct. 5 (Kingston only); Lady Rodney, Oct. 12; Cavelier, Oct. 19 (Kingston only); Lady Somers, Oct. 26—all Canadian National.
To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Sinn, Oct. 11; Peter Maersk, Oct. 25—both Ocean Dominion.
To Cornerbrook.—North Voyageur, Oct. 7; New Northland, Oct. 2, Oct. 16—both Clarke SS.
To St. John's, Nfld.—Rosiland, Furness-Red Cross Line, Oct. 4, Oct. 18.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Canadian National, Oct. 10.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every, Tuesday, Thursday, and Saturday.

From Halifax

To Gothenburg.—Gripsholm, Furness, Withy, Oct. 21.

To Liverpool.—Manchester Merchant, Oct. 2; Nova Scotia, Oct. 12; Manchester Shipper, Oct. 15; Newfoundland, Oct. 29—all Furness, Withy.

To London and Hull.—Kenmore, Sept. 30; London Merchant, Oct. 7 (calls at London only); Cairngowan, Oct. 18—all Furness, Withy; Mississippi, Oct. 14; Missouri, Oct. 29—both Leyland Line (calls only at London).

To Manchester.—Manchester Producer, Oct. 7; Manchester Commerce, Oct. 14; Manchester Regiment, Oct. 21; Manchester Citizen, Oct. 28—all Furness, Withy.

To St. John's, Nfld.—Nerissa, Oct. 1, Oct. 15; Fort St. George, Oct. 8; Nova Scotia, Oct. 12; Silvia, Oct. 22; Newfoundland, Oct. 29—all Furness, Withy; Farnorth, Farquhar SS., Oct. 5, Oct. 11; Sollund, Newfoundland-Canada Traders, Sept. 28.

To St. Pierre-Miquelon.—Farnorth, Oct. 5, Oct. 11; Sambro, Sept. 29—both Farquhar SS.; Sollund, Newfoundland-Canada Traders, Sept. 28.

To Kingston (Jamaica).—Cathcart, Oct. 8; Cavelier, Oct. 22—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, Oct. 10; Champlain, Oct. 24—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Oct. 4; Lady Hawkins, Oct. 18—both Canadian National; Spica, Oct. 3; Finn, Oct. 17—both Ocean Dominion.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Pickford & Black, Oct. 2.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong and Manila.—Empress of Asia, Oct. 3; Empress of Canada, Oct. 17—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hong Kong.—Tyndareus, Oct. 8; Teucer, Oct. 29—both Blue Funnel.

To Yokohama, Osaka and Dairen.—London Maru, Osaka Shosen Kaisha, Oct. 15.

To Auckland, Wellington and Dunedin.—Golden Coast, Oceanic and Oriental Navigation Co., Oct. 10.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Canadian-Australasian Line, Oct. 16.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Anten, Transatlantic SS., Oct. 9.

To Papeete, Wellington, Melbourne and Sydney.—Waiotapu, Canadian-Australasian Line, Oct. 18.

To Auckland, Wellington, Adelaide and Sydney.—Hauraki, Canadian-Australasian Mail Line, Oct. 1.

To Manchester.—Pacific Trader, Furness Pacific, Oct. 5.

To Liverpool, Southampton, London and Rotterdam.—Dinteldyk, Oct. 10; Loch Katrine, Oct. 25—both North Pacific Coast Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Glamorganshire, Oct. 8; Eemdyk, Oct. 30—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—La Marseillaise, Oct. 4; Indiana, Oct. 15—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Livenza, Oct. 2; Leme, Oct. 17—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Hindanger, Westfal-Larsen, Oct. 1.

To West Indian Ports.—Victoria, Canadian Transport Co., Oct. 15.

To Cape Town, Algoa Bay, Durban, Lourenco Marques.—West Honaker, B.C. Shipping Agencies. Oct. 9.

To Kingston (Jamaica).—Point Bonita, Gulf Pacific Line, Oct. 15.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), Including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.)

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner. Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott. Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canad.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service : C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each): $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, October 5, 1929 No. 1340

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BRITISH COLUMBIA APPLES FOR THE MIDDLE EAST

GEO. R. HEASMAN, ACTING TRADE COMMISSIONER

Batavia, August 27, 1929.—From trial shipments of apples made in 1928 it has been definitely ascertained that there exists a market for British Columbia apples in Malaya and the Dutch East Indies. In Malaya the cities of Ipoh, Kuala Lumpur, Penang and Singapore provide a ready market. In the Dutch East Indies, Batavia, Soerabaia, Semarang and Bandoeng are the chief centres into which flow annually in increasing quantities apples from Australia, the United States and Holland.

The statistics of British Malaya include apples under the heading of fresh fruit, so that it is impossible to tell just what the apple imports are into that country. There are several firms located in Singapore, however, who have a turnover of something like 5,000 boxes per month. In Java the apple imports for the last three years have been as follows:—

	1926		1927		1928	
Country	Boxes	$	Boxes	$	Boxes	$
Holland	568	3,581	593	3,204	802	4,358
United States East Coast	2,242	6,659	1,956	5,512	2,045	6,960
Japan	593	1,754	510	1,435	....	....
Australia	21,950	63,830	22,515	63,440	27,959	83,236
United States Pacific Coast	3,751	10,430	8.335	24,905	13,410	36,005
Total	29,104	86,254	33,909	98,496	44,216	130,559

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During the three years a steady increase is shown in the number of boxes entering Java—nearly 50 per cent since 1926, and the prospects are that 1929 will see a still further increase. Australia, the nearest, is naturally the chief source of supply, followed by the United States Pacific coast.

PERIOD OF MARKET

Shipments from Australia usually begin to arrive about February and continue until July; and from the United States in August and continue on through till January. Canadian apples could be shipped to arrive in October, November, December and January. The competition is confined entirely to that with American fruit.

GRADES AND SIZES

The varieties found most suitable for the Middle East, judging from last year's trial shipments, are Winesaps and Newtowns. The former landed in perfect condition, hard and firm, and are absolutely safe for import. Newtowns also arrived in splendid condition, firm with hard, with an "ashy" skin. This apple is considered the safest of all to import as it is well liked.

The appearance of the Grimes Golden on arrival was such as not to inspire confidence in their ability to stand a journey with any degree of safety. The fruit was not attractive in appearance, and the native peddlers did not care to handle this variety.

Jonathans landed in good condition. The colour was attractive, and this apple would appear to be safe for one shipment. They, however, should be picked with a touch of green and in no case should large quantities be shipped.

McIntosh Reds landed in good condition, but the fruit was not firm. They do not seem able to stand up under a long journey. Red apples are not in such favour as green; this applies to all parts of the Middle East.

In shipping to this market only fancy or extra fancy grades should be sent. The fruit should be from reliable orchards and of the primest kind. The apples should be packed with the utmost care as they have not only a long distance to travel, but they are coming into a country with a very trying temperature.

The size in demand varies. In Malaya, 138-163 per bushel box is the most popular size, while for Java 200-216 per box is the best seller. Apples in the East are sold by the pound.

PACKING

The fruit must be packed in standard boxes of a gross weight of 47 pounds and a net weight of about 40 pounds. This is known as the bushel weight. Each apple should be individually wrapped and the trade mark or "chop" should be on each wrapper. The box itself must be wire bound in two or three places as a deterrent against pilferage, with grade and variety marked clearly on the box.

ROUTING

The greatest obstacle hitherto to an increase in Canada's trade with this area has been the lack of a direct steamship service. In the case of apples not only is a direct steamship service desirable, but also a line of ships with cold storage facilities. Last year's shipments were routed by coastal steamer to San Francisco and thence in cold storage by the Silver Line (Kerr Line) direct to Java and Malaya, and this is still the best route. Such routing adds considerably to the cost of transportation, resulting in Canadian apples being somewhat more expensive than the competing American product; nevertheless there is a demand for them. A new line of motor ships known as the Klaveness Line are announced to begin monthly sailings from Vancouver to Samarang, Soerabaia, Batavia, and Singapore in November, but there are no cold storage facilities.

PRESENT TRANSPORTATION CHARGES

The following were the freight charges on last year's trial shipment. Coastal freight, Vancouver to San Francisco, 80 cents per 100 pounds l.c.l. rates; ocean freight, San Francisco to Batavia, $1.10 per box; cartage, San Francisco, 5 cents per box; State tolls, 1 cent per box; Vancouver wharf dues, 2 cents per box; insurance, 3 cents per box, making a total of $1.61 per box for shipments going via San Francisco. In addition to some of the above charges occasioned by shipping via San Francisco, there is also the added disadvantage of the fruit being subject to double handling.

COLD STORAGE FACILITIES

Cold storage facilities in the Middle East are not abundant. In Java there is really only one firm—Messrs. Jenne & Co.—who have cold storage facilities of any size. In fact, up until very recently the second largest city in Java, Soerabaia, had no cold storage of any account. There are several firms, however, who have large cool chambers which are fairly satisfactory for apple shipments. In Malaya the Singapore Cold Storage Company Limited is the largest firm. Last year another firm, the Fresh Food & Refrigerating Company, also constructed a cold storage plant in Singapore. The former firm, however, in addition to supplying Singapore, carries on an up-country trade in the other cities of Malaya. The firms mentioned in this report are quite free to import from any source of supply and have not as yet been tied down to any one purchaser. Communications, however, should first be put through the Trade Commissioner.

METHOD OF SALE

Apples in the Middle East are imported almost entirely on an indent basis in Malaya and on a consignment basis in Java. In Malaya two or three European houses suffered heavy losses several years ago as the result of a combine formed against them by the Chinese wholesalers after fruit had arrived. The result is that these same European firms will now only import on an indent basis. They usually buy on c.i.f. quotations against sight draft. In Java the situation is somewhat different. The largest importers of fresh fruit have their own retail stores and as they are thus not at the mercy of the Chinese wholesaler and retailer, they have been able to purchase outright for their own account with a fair prospect of reselling to the Chinese dealers with some success. Large shipments are also received on consignment. The fresh apple business is possibly done half on a consignment basis and half on purchase outright. Shipments on consignment, however, are to be discouraged as a general rule, although until the fruit gets firmly established and the brand or "chop" known, it may be necessary to work on some sort of a consignment basis. A consignment should not be made unless in quality and price the apples have proved competitive. The Canadian Trade Commissioner is always ready and willing to advise definitely on this, and also on the best method to adopt with each individual importer. If a shipper does send his fruit out on consignment to some party in the capacity of an agent, the usual rate of commission charged for this service is 7½ per cent on the net proceeds.

DOCUMENTATION

One signed copy of the bill of lading should be mailed direct to the consignee in the ship's box, and one copy mailed in the usual manner. The invoice should show clearly the c.i.f. Batavia value of the fruit. One copy should be placed on board the carrying steamer along with the bill of lading addressed to the consignee. This will avoid any delay or inconvenience which otherwise might arise when taking delivery of the fruit, if the invoice were not available. In

addition to the bill of lading and invoice, there must also accompany every shipment a fresh fruit certificate signed by some official of the Department of Agriculture. One signed copy of this certificate should be mailed direct to the consignee, whilst the other copy should also be placed on board the carrying steamer. A third copy of this certificate should be supplied for attaching to the carrying steamer's manifest. The regulations pertaining to the import of fresh fruit in Java are very strict, and it is imperative that Canadian shippers adhere to the above instructions. The following is a specimen copy of a fresh fruit certificate which the authorities in Java accept. In the case of Malaya no certificate is required.

Vancouver (or wherever in Canada the original port of shipment).

Date.....

Export of Fruit Certificate No. (if any).

To: The Dutch East Indies.

I hereby certify that the fruit hereunder specified has been thoroughly inspected under my directions and has been found free from insect pests and plant diseases. Particulars of shipment:—

No. of packages .....

Kind of fruit .....[apples]

Marks .....

shipped per ss. ....., sailing from [Canadian port, name mention] with transhipment at San Francisco or other U.S.A. Pacific port or ports into ss. (here mention the on-carrying steamer's name).

This shipment is packed in new containers [cases], and only new clean packing material has been used.

Name of growers .....

Province and district .....

Name of exporter .....

Date of issue of certificate.....

Signed

[By a responsible officer of the Department of Agriculture]

TARIFF AND RESTRICTIONS

There is a 12 per cent duty on apples entering Java, plus a one-quarter per cent statistical duty, while local Government inspection of the fruit amounts to the equivalent of about 20 cents (Canadian) per box. In the case of Singapore, apples enter duty free. The only restriction on fruit entering the Middle East is covered by the health certificate required in Java and mentioned above under documentation.

CORRESPONDENCE WITH HONGKONG OFFICE

Mr. Paul Sykes, Canadian Trade Commissioner in Hongkong, writes under date August 30, 1929, that for the information of any Canadian exporters who may be writing to the office of the Canadian Trade Commissioner in Hongkong, it should be noted that Hongkong is a British Crown Colony and not part of China. All letters should be addressed to the Canadian Government Trade Commissioner, Exchange Building, Hongkong. The inclusion of "China" in the address is liable to lead to delay, complete non-delivery of any mail, or to the imposition of extra postal charges.

SAMPLES FOR HONGKONG AND SOUTH CHINA

Paul Sykes, Canadian Trade Commissioner

Hongkong, August 26, 1929.—Since the opening of the Canadian Trade Commissioner's office in Hongkong, numerous inquiries regarding the local market have been received from various Canadian firms interested in its possibilities. Some of these have been for general information only, while others have been accompanied by catalogues and price lists of various commodities. In only two cases have any samples or specifications been received.

Agents or importers in this territory, whether British or Chinese firms, stipulate universally that samples must be provided before any new lines will be considered. These, moreover, must be furnished in sufficient quantity not only to enable a careful examination of any article but also to permit its being tested by a few dealers or buyers to whom it might be sold by an original importer.

It will be seen that, without any such material, the progress made by this office in interesting local firms in Canadian goods must be extremely slow, at least until considerable correspondence has been carried on and until samples, prices and terms have eventually been secured from manufacturers or other exporters. All firms interested in shipping to Hongkong and South China should consequently make a particular point of submitting samples with all original inquiries regarding these markets.

There being no customs charges on advertising literature or any goods except spirits and tobacco imported into Hongkong, neither any prospective exporter nor the Trade Commissioner's office will be put to any incidental charges in this connection.

CANADIAN EXPORTS TO HONGKONG, FISCAL YEAR 1929

Paul Sykes, Canadian Trade Commissioner

(There being no complete and official statistics of imports into Hongkong, the following summary of the export trade in Canadian products to this market and centre of distribution is based on data contained in the Condensed Preliminary Report of the Trade of Canada, published by the Dominion Bureau of Statistics. Values given below are in Canadian dollars.)

Hongkong, September 3, 1929.—The total value of goods exported from Canada to Hongkong during the twelve months ended March 31, 1929, was $2,837,463, the highest recorded during the past five years and an increase over the previous year of $371,517. The following notes on the trade in particular commodities will illustrate the more important fluctuations during recent years:

Flour.—Flour is outstanding among all Canadian goods shipped to Hongkong from the point of view of money values. In both 1928 and 1929 the values shown for this product made up 60 per cent of the total for all exports, actual figures for 1928 being 269,238 barrels worth $1,485,258, and for 1929, 337,594 barrels and $1,725,601. Even such substantial amounts represent only a proportion of the total quantities of flour imported into Hongkong, although Canadian business ranks quite favourably with that of the United States, Australia, and of North China, particularly when, on the whole, the principal demand is for flour milled from the softer wheats and of a whiter colour than many grades shipped out from Canadian mills.

Dried and Salted Fish.—Exports of dried and salted fish, principally herring, have increased in value from $394,107 in 1927 to $565,352 in 1928 and $636,777 in 1929, this figure representing some 23 per cent of the total value

of exports of all commodities. Large amounts of these products are brought into Hongkong and transferred to South China ports during the early part of each winter season and, despite severe competition, it is anticipated that insistent market demands will warrant an increase in this trade.

Automobiles.—Increases in the values of motor vehicles imported into Hongkong from Canadian factories have been little short of remarkable. During the fiscal year 1927 the trade was a very small one, Canadian returns showing total shipments of 16 vehicles valued at $12,968. The following year these figures had increased to 75 vehicles valued at $47,250, while in 1929 the number of vehicles had grown to 295 and their value to $117,403. Practically all these vehicles are the lighter makes of pleasure and commercial vehicles, and it is believed that 1-ton and 1½-ton trucks are the most important single items. The extension of road systems in South China and the need for reasonably-priced vehicles for rapid transportation is expected to lead to further increases in imports of these commodities.

Ammonium Sulphate.—Canadian exports of this fertilizing material showed a slight decline in value during the past year, the 1929 figure of $152,028 being less by $12,635 than that of 1928. To a certain extent this may be attributed to disturbances in economic conditions throughout South China, since on the whole a gradual improvement in the technique of farming is leading to increasing consumption of such fertilizers.

Leather.—Canada's share of the import trade in leather into Hongkong and South China is showing satisfactory increases. In the fiscal year 1927 only small amounts of leather were shipped to this market by Canadian tanneries. During 1928 the trade was worth $16,126, and in 1929 was more than double this figure, actual values being recorded as $34,983. Practically all of this amount is believed to represent exports of sole leathers. There is, both in Hongkong and South China, a steady demand for upper and patent leathers as well, and further increases in the value of all leather exports to these markets may be anticipated.

Cheese.—The local demand for Canadian cheese has resulted in an increase in the value of exports of this commodity from $3,935 in 1927 to $20,959 in the fiscal year recently terminated. Numerous inquiries received in this office point towards its popularity and the possibilities of further expansion of such business.

Alcoholic Beverages.—A decline in the value of this trade from $10,160 in 1927 to $3,736 in 1929 may be ascribed to the fact that the local market calls for Scotch whiskies rather than rye, and also for lighter beers than are generally brewed in Canada. The trade in beer is a large one, in which Canadian breweries might well participate more prominently than at present. A steady demand on the part of the Chinese population for wines and cognacs also affords ample opportunities to exporters who might be able to supply such commodities.

Lumber.—The lumber trade from Canada to Hongkong has recently been of minor importance. In 1929 the value of Canadian exports of planks, board and square timber was $7,060, a decrease from the previous year's total of $25,886.

Pig Lead.—Shipments of pig lead have declined in value from $17,494 in 1927 to $2,661 in 1929.

Silver Bullion.—The trade in this commodity is a very fluctuating one. In 1927 exports of silver from Canada to Hongkong were valued at the high figure of $234,671, while in 1928 and 1929 there is no record of any corresponding shipments. World prices of silver and the influence of exchanges must always regulate the question of silver exports, and any such trade can only be considered as incidental to that in other commodities.

OUTLOOK FOR THE PRESENT YEAR

It appears possible that the value of all exports of Canadian products to Hongkong during the present year may prove to be less than that of the fiscal year terminated March 31 last. To-day's conditions in the flour market are distinctly unsatisfactory, increasing wheat prices having induced a period of practical stagnation, and should the present season's crop prove small and any substantial increases in flour prices result, the trade is bound to fall off seriously. A second influence which must lead to the same end is a proposed import duty to be collected by the Kwangtung Provincial Government. This scheme is not in operation at the date of writing, but should it be put in operation, far-reaching and detrimental effects may be anticipated.

If, however, the trade in this one product may show some declines, it is worthy of note that the general character of Canadian trade to Hongkong is becoming more evenly balanced than it has been in the past. The gradual introduction of Canadian goods which have not heretofore been shipped to this market, and the extension of trade already initiated but not yet properly developed in many other articles, is bound to result in a reduction of the fluctuations which have characterized the volume of exports to these territories. It is hoped that at the same time a steady expansion in the value of shipments of all Canadian products to both Hongkong and South China will ensue.

SULPHITE WRAPPING PAPER FOR HONGKONG

Mr. Paul Sykes, the Canadian Trade Commissioner at Hongkong, has received an inquiry for sulphite wrapping paper, considerable quantities of which are now entering from Scandinavian sources. Full details, as well as samples, are available on application to the Department of Trade and Commerce, Ottawa (quoting file No. 17183).

TRADE COMMISSIONERS ON TOUR

Mr. Muddiman

Mr. A. B. Muddiman, Canadian Trade Commissioner in Italy, will visit the following cities and towns:—

Renfrew .. ..Oct. 9
Smith's Falls .. ..Oct. 11
Windsor. .. ..Oct. 14
London .. ..Oct. 16
Hamilton and Guelph...Oct. 17 to Oct. 19
Montreal .. ..Oct. 22 to Nov. 2

Mr. Young

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit as follows:—

Toronto .. ..Oct. 7
Oshawa .. ..Oct. 14
Montreal.. .. ..Oct. 15 to 23
Vancouver .. ..Nov. 2 to 12
New Westminster .. ..Nov. 13 to 14
Victoria .. ..Nov. 16 to 18

Mr. Macgillivray

Mr. J. C. Macgillivray, Trade Commissioner in Rotterdam, is about to go on tour. The following are the early dates in his itinerary:—

Three Rivers.. .. ..Oct. 21
Quebec.. .. ..Oct. 22
Percé .. ..Oct. 24
Sackville .. ..Oct. 25
Charlottetown .. ..Oct. 26
Summerside .. ..Oct. 28
Halifax .. ..Oct. 29-31

Mr. McColl

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, will be in Montreal from October 7 to 16.

SUMMARY OF THE TRADE OF CANADA: MONTH, FIVE MONTHS, AND TWELVE MONTHS ENDING AUGUST, 1929

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of August, 1929			Five months ending August, 1929			Twelve months ending August, 1929		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
	$	$	$	$	$	$	$	$	$
Imports for consumption									
Agricultural and Vegetable Products	19,529,054	3,906,871	8,596,043	96,032,854	19,738,577	43,620,387	233,064,616	53,916,376	104,054,125
Animals and Animal Products	5,049,023	521,505	3,180,439	24,642,316	2,334,373	15,261,404	68,827,109	5,595,558	40,618,233
Fibres, Textiles and Textile Products	17,385,099	7,250,402	5,341,964	80,678,935	29,779,951	29,880,601	208,294,599	75,541,711	83,428,001
Wood, Wood Products and Paper	5,373,982	517,897	4,547,197	26,773,369	2,319,097	22,531,721	62,284,390	5,153,037	53,126,979
Iron and its Products	27,436,295	1,835,829	24,487,789	166,487,022	10,494,425	150,568,354	356,627,635	21,720,328	323,469,542
Non-Ferrous Metals and their Products	7,629,972	566,932	6,530,200	37,056,295	3,247,127	31,058,994	84,912,767	7,099,325	71,221,710
Non-Metallic Minerals and their Products	18,566,100	1,736,695	14,513,798	78,401,376	6,480,680	61,305,189	179,732,299	13,010,738	144,348,692
Chemicals and Allied Products	3,151,864	517,678	2,080,069	17,737,363	2,295,959	12,280,131	39,607,334	5,297,698	27,137,717
Miscellaneous Commodities	7,509,535	1,093,285	5,244,413	33,104,091	5,140,739	23,441,147	72,886,487	10,581,626	52,288,370
Total Imports, 1929	111,630,924	17,947,094	74,521,912	560,913,621	81,830,928	389,947,928	1,306,237,236	197,916,397	899,693,369
1928	114,175,346	17,671,165	77,268,964	520,355,476	77,955,912	358,266,788	1,169,636,702	187,976,639	777,321,270
1927	99,348,340	17,169,760	63,089,891	459,675,240	75,875,130	300,381,755	1,066,926,580	173,463,688	703,843,340
	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
Exports (Canadian Produce)	$	$	$	$	$	$	$	$	$
Agricultural and Vegetable Products	27,244,776	12,765,452	3,637,903	172,320,382	77,178,505	18,070,891	575,513,452	271,207,628	52,929,642
Animals and Animal Products	13,198,827	4,501,306	6,969,743	55,405,732	17,396,460	30,453,975	153,440,358	43,929,237	82,730,205
Fibres, Textiles and Textile Products	1,149,450	51,188	485,120	4,446,318	351,939	2,287,647	9,920,385	809,096	4,921,470
Wood, Wood Products and Paper	27,815,438	2,603,074	22,507,102	123,034,310	9,857,217	101,208,124	293,947,595	23,231,369	239,796,589
Iron and its Products	7,713,030	553,711	1,353,895	36,783,704	2,372,144	6,178,384	90,201,307	8,207,566	13,291,496
Non-Ferrous Metals and their Products	12,670,916	689,783	9,200,479	62,433,231	4,916,980	41,607,706	133,280,857	14,904,382	82,730,115
Non-Metallic Minerals and their Products	2,832,978	133,397	1,950,315	12,645,734	844,102	8,417,563	29,441,589	1,947,778	19,524,627
Chemicals and Allied Products	1,846,201	396,892	994,112	8,020,982	1,797,038	4,257,073	29,277,725	3,860,152	11,598,040
Miscellaneous Commodities	1,792,901	151,268	1,365,272	8,770,169	1,704,910	5,616,628	19,282,419	2,907,576	13,205,992
Totals, 1929	96,264,517	21,846,071	48,463,941	483,860,562	116,419,295	218,097,991	1,325,305,687	371,004,784	520,728,176
1928	112,493,026	33,658,977	43,868,437	522,264,547	175,144,996	196,981,960	1,285,061,910	436,531,329	485,368,307
1927	94,216,194	27,656,437	41,130,015	465,551,980	149,305,059	189,759,036	1,247,067,136	435,539,417	474,834,365
Exports (Foreign Produce)									
Totals, 1929	2,130,079	97,918	1,767,097	11,302,429	564,886	10,023,362	27,608,356	1,904,839	23,994,834
1928	1,411,196	67,938	1,232,078	8,879,476	590,503	7,683,470	22,909,585	1,183,391	20,244,907
1927	1,738,701	112,643	1,508,594	8,218,582	1,479,073	6,079,436	17,623,354	2,006,700	14,084,629
Excess of Imports (i) or All Exports (e)									
1929	(i) 13,236,328	(e) 3,996,895	(i) 24,290,874	(i) 65,750,630	(e) 35,153,253	(i) 161,826,575	(e) 46,677,807	(e) 174,993,226	(i) 354,970,359
1928	(i) 271,124	(e) 16,055,750	(i) 32,168,449	(e) 10,788,547	(e) 97,779,587	(i) 153,601,358	(e) 138,334,793	(e) 249,738,081	(i) 271,708,056
1927	(i) 3,393,445	(e) 10,599,320	(i) 20,451,282	(e) 14,095,322	(e) 74,909,002	(i) 104,543,283	(e) 197,763,910	(e) 264,082,429	(i) 214,924,346

WEST OF ENGLAND HAY SITUATION

Douglas S. Cole, Canadian Trade Commissioner

Bristol, September 19, 1929.—The last report on the West of England hay situation appeared in *Commercial Intelligence Journal* No. 1321 (May 25, 1929). Since that date the drought, speaking broadly, has continued, the only break being in August when sufficient rain fell to bring the general crops forward satisfactorily. There is, however, a widespread shortage throughout the area, and more interest is being expressed in Canadian hay at the present time than at any period during the past eight years. The situation is all the more interesting as "town trade" has fallen off, horses having been largely superseded by motor transport.

Conflicting reports are being received concerning hay sales by farmers. It is found that during a great shortage the farmers will not sell their ricks no matter how high the price may be; their first obligation is to their live stock. In the Evesham district it is known that farmers are asking rather high prices; but if their prices are met, are quite prepared to sell considerable quantities.

The West of England is in a rather better position as regards hay supplies than is the East Coast and the North of England.

WEST OF ENGLAND PRICES IN THE RICK

First-class supplies of hay in the rick can be bought at Evesham in the following classes:

First-class meadow hay, 100s. to 104s., ($24.33 to $25.30)
First-class clover mixture (rotation crop), 105s. to 109s., ($25.54 to $26.52)
Pure clover, 110s. to 114s., ($26.76 to $27.73)

To get this hay to Birmingham (which is an excellent consuming centre), the following additional charges must be added:—

Trussing (men, 8s. ($1.94); string, 2s. (48 cents)=10s. ($2.43)
Hauling to station, 4s. to 5s. (97 cents to $1.21)
Rail from Evesham to Birmingham and district, 12s. to 15s. ($2.92 to $3.65)

There is therefore a minimum of 27s. ($6.56) which must be added on to the cost in the rick. This will give Canadian exporters some idea of the delivered price in Birmingham.

IRISH SUPPLIES

Some West of England importers of hay are this week going to Ireland to investigate the situation. Irish rye grass and clover hay has been offered in Birmingham at £5 ($24.33) f.o.b. Belfast; this price is, however, considered rather high, and would give a delivered price to Birmingham of approximately £6 16s. ($33.09) per ton. These quotations are from firms in Belfast. In addition to Irish supplies, there have been offers from Dutch sources, but up to the present no business has been reported.

WEST OF ENGLAND HAY DELIVERED BIRMINGHAM

Hay from Bridgwater, Somerset, is being quoted in Birmingham delivered as follows:—

Prime old meadow hay	135s. 0d.	($32 85)
Prime new meadow hay	137 6	(33 45)
New clover mixture	150 0	(36 49)

These prices are high compared with actual sales which have taken place.

CANADIAN OFFERS

Considerable quantities of Canadian hay are being offered; even alfalfa from Toronto is in evidence. Alfalfa may prove satisfactory for pit horses, but is not liked in the Midlands. One quotation from Toronto of 130s. ($31.63) c.i.f. per ton is entirely too high. It should be noted that practically all sales are made on a c.i.f. United Kingdom port basis in sterling. The usual method of payment is on a delivered weight certificate by the dock or railway company, 90 per cent by sight draft, and the balance after weights have been ascertained, draft to be accompanied by invoice, insurance policy, and bill of lading.

Certain quantities of Canadian timothy and clover mixture have been sold at £5 ($24.33) c.i.f. Avonmouth. The Bristol office has an offer from a Birmingham firm for a minimum 50-ton lot at £5 5s. ($25.54) for clover mixture f.a.q. c.i.f. Avonmouth or Liverpool. Canadian offers cabled to the Bristol office will be immediately passed on to importers in this trade territory.

WEST OF ENGLAND MARKET FOR DEHYDRATED AND CANNED APPLES

Douglas S. Cole, Canadian Trade Commissioner

Bristol, September 19, 1929.—Supplies of dehydrated apple rings are quite plentiful in the West of England and South Wales market, and business has been done during the past month at the following prices, which are c.i.f. Avonmouth:—

	s.	d.	
Extra choice Oregon-Washington..sliced	70	0	($17 03)
Extra choice Oregon-Washington..quartered	73	6	(18 08)
Choice Californian..sliced	65	6	(15 93)
Extra choice Californian..quartered	67	9	(16 48)
Prime New York..sliced	61	3	(14 90)
Prime Canadian..sliced	58	0	(14 11)
Standard Canadian..sliced	56	0	(13 62)

The above prices are for goods packed in 50-pound boxes. There is likewise a trade in prime Canadian rings in 25-pound boxes which cost 60 cents extra. The favourite of this market is Californian extra choice, which are by far the best sellers. The trade generally state that Canadian sliced apples are quite good but that they lack finish, the American supplies being better bleached and having a finer appearance. Likewise they are rather better than the Canadian packs in not containing so many broken pieces.

GALLON APPLES

There is also a demand for gallon cans of solid and water pack apples. Business has been done recently in old pack solid pack Oregon/Washington at 18s. ($4.38, exchange at par); prices for new pack, 19s. 3d. ($4.68). The new pack, however, has been neglected owing to the lower price of the old pack. Canadian prices are 18s. ($4.38) for water pack and 19s. 6d. $4.74) for solid pack. Canadian gallon apples are for the moment neglected also owing to the lower price of carry over of the Oregon/Washington supplies.

The above prices are per dozen c.i.f., and the apples are usually shipped six No. 10 tins to the case. Prices are rather high this year, but despite this the trade in gallon apples is a growing one.

BROKERAGE OFFERS

There are a large number of brokerage houses in the West of England who are always open for offers from Canadian sources. The usual offers when forwarded should include 2½ per cent brokerage. The Bristol office will be interested in hearing from Canadian sources of supply.

EGG AND POULTRY SITUATION AT LIVERPOOL

Harry A. Scott, Canadian Trade Commissioner

Liverpool, September 18, 1929.—As in the case of certain other markets in this country, there has been a moderate revival of interest in Canadian eggs at Liverpool this year, resulting from sales made to this port from Western Canada. While it is understood that business transacted has been on a restricted scale, if Canadian exporters can keep prices at competitive levels there should be a greater volume of business offering during the remaining months of this year than for some time past.

Throughout the past three weeks the Liverpool market for eggs of all descriptions has been decidedly weak. Supplies from the Irish Free State have been accumulating on the quay, and as the boxes are all dated at time of export, those that were left unsold for a few days were difficult to clear, as buyers selected the fresh arrivals to the exclusion of eggs unsold from the previous landings. This situation became rather serious about a week or ten days ago with the result that the older eggs had to be disposed of at about 2s. (48 cents) below the current price of new landed eggs. The accumulation has now passed off, and the trade is in a healthier state. Current quotations for Irish Free State eggs this week have been from 16s. 6d. ($4) to 17s. ($4.13) per 120, ex warehouse Liverpool for extra selected, and 15s. 6d. ($3.75) to 16s. ($3.87) for selected. Fresh English and North of Ireland eggs are from 2s. 6d. (60 cents) to 3s. (73 cents) dearer.

The advance in prices this season is a little earlier than last year. From now on it is reasonable to expect prices to advance to the highest level by the end of November. During the last few weeks there has been a plentiful supply of fresh Danish eggs on the Liverpool market at prices below Irish, and it is thought that this may have been a contributing factor in the low levels lately.

The opinion among traders is that the law now in force under which imported eggs required to be stamped, and which applies to all sources other than the North of Ireland, is having an increasing influence on the value of the unstamped new laid eggs as compared with stamped imported. New laid eggs are now retailing at approximately 2s. 6d. (60 cents) per dozen and stamped Irish Free State or Danish at about 2s. (48 cents). Before long stamped Danish and Irish eggs are expected to go beyond the 2s., and will have to be retailed at 2s. 3d. (54 cents) to 2s. 6d. (60 cents) a dozen. New laid English will then be retailing at from 2s. 9d. (66 cents) to 3s. (73 cents) per dozen. This would provide an outlet for an imported egg that can be retailed at 2s. (48 cents) per dozen. It is the opinion of traders that there should be a good outlet on this market for eggs of say 45 pounds net per box at a cost of about 16s. ($3.87) c.i.f. Liverpool to the wholesaler. One or two well-known brands might bring slightly higher prices. Canada, South Africa, Argentina and (occasionally) California are all prospective sources of supply for this class of egg.

Accordingly, only Canadian exporters in a position to meet the competition outlined above and not represented on this market are invited to communicate with the Canadian Trade Commissioner at Liverpool.

DRESSED POULTRY

Imports of poultry from Russia have largely increased this season, together with much improved packing and grading, and a number of importers in the North of England concentrated on Russian fowls from January to May. The bulk of these birds have averaged from 2 to 3½ pounds each and have sold

freely from 1s. 1d. (26 cents) to 1s. 3d. (30 cents) per pound ex cold stores in this country. Meanwhile, the high prices of Canadian and American poultry have prevented exports to this market with the exception of a few small shipments, consisting mostly of the heavier weights from 43 to 47 pounds to 48 to 54 pounds per dozen, and as the average quotations were not below 1s. 7d. (38 cents) per pound c.i.f. United Kingdom ports, very little business could be done.

If there is a large crop of Canadian poultry this season, there should be a demand in the English market for the heavier birds, providing that competition can be met from Holland and France in similar-weighted fowls, but it is considered that prices would have to be from 4 cents to 5 cents per pound cheaper to revive this business to any appreciable extent.

There has been a fairly steady trade this season in American ducks, which were cheap and of excellent quality. Prices averaged about 1s. 2d. (28 cents) per pound c.i.f. Liverpool. The only competitors were Russian in small quantities and Chinese.

IRISH FREE STATE BICYCLE MARKET

John H. English, Canadian Trade Commissioner

Dublin, September 11, 1929.—No official registration of bicycles in operation in the Irish Free State is kept either by the State or municipal authorities, but an estimate made from authoritative sources recently places the actual number of bicycles in the whole of the Free State at the present time at 500,000. With a population of approximately 3,000,000 persons, this would indicate that there is in the neighbourhood of one bicycle for every six persons in this country. According to import statistics, the number is increasing at the rate of roughly 3,000 per month. Dublin and Cork are the greatest centres of population.

IMPORTS

During the past three fiscal years 118,041 bicycles have been imported into the Irish Free State, having a total value of £721,796. In each year nearly 100 per cent of the imports was from the United Kingdom and Northern Ireland. While it cannot be ascertained definitely where these were manufactured, it is presumed on good authority that by far the largest percentage were of British make. The following table shows in detail the total importations covering the years 1926, 1927, and 1928. The imports of bicycle parts are also shown.

Imports of Bicycles

	All Countries		Great Britain		Northern Ireland	
	No.	Value	No.	Value	No.	Value
1926	32,582	£184,821	31,424	£178,517	1,085	£ 6,001
1927	39,000	208,334	37,670	201,090	1,252	6,998
1928	46,459	228,641	44,923	220,689	1,498	7,793
1929 (six months)	35,398	168,197	Not available		Not available	
Total	153,439	£789,993	114,017	£600,296	3,835	£20,792

Imports of Cycle Parts

	All Countries	Great Britain	Northern Ireland
1926	£ 83,461	£ 74,943	£ 7,082
1927	91,886	83,874	6,477
1928	90,372	81,010	6,208
1929 (six months)	42,802	Not available	
Total	£308,521	£239,827	£19,767

TYPES CHIEFLY USED

English machines are not only the most popular but are regarded as the most reliable in all respects and as giving the best value. A number of Continental makes have been sold on this market, and though slightly cheaper they generally lack the smart well-finished appearance of the English cycle and as a rule do not last as well.

Of the many varieties and makes of cycles offered, two of the best sellers are reported to be the "Ray" and the "Imperial". Both are very sturdily built and are manufactured by the same company in Nottingham. Other makes such as the "Raleigh" and "James" are sold in large numbers, but are not as popular as those mentioned above.

Cycles were made by a large South of Ireland firm at one time, but the manufacturer has since withdrawn from the trade owing to severe competition in this market.

PRICES

Retail prices range from £4 19s. 6d. for the cheaper makes to £12 12s. for the very best; the largest sellers are around £7. All of the better-class machines are guaranteed against defects of workmanship (according to the price of the cycle) up to a period of twelve months.

Unlike the majority of cycles in Canada, bicycles on this side are almost invariably fitted with the grip-type of brake working from the handlebars to the front and rear wheel rims. The coaster hub with brake operated by the reverse action of the pedals is rarely ever fitted to cycles in this country except by special order, as the hand-grip variety seems to be by far the most popular.

Except in the case of racing models, steel rims are invariably used in preference to wooden ones. In other respects the bicycles used in this country differ very little from the standard makes commonly in use in Canada. All cycles are equipped with rubber tires before leaving the factory.

REGULATIONS

There is no license fee imposed on the operation of a bicycle in the Irish Free State, and no special regulations are in force with the exception that every cycle must carry a head light. No tail-light reflector is required, although its use is recommended by the police authorities. The head light as a rule is not part of the standard equipment sold with the cycle, although practically all machines are equipped with the usual lamp bracket attached to the frame. The tail reflector is commonly of the red glass prism-reflecting type fastened to the rear mudguard. No actual lamp is used, of course, the prism simply acting as a reflector.

PACKING

While the method of packing bicycles for shipment largely depends on the preferences and experiences of individual manufacturers, in the majority of cases shipments arrive here fully set-up and either four or six machines to the crate. All nickel parts are greased and wrapped with paper to prevent rusting. By an adjustment of the handlebars, six cycles can be safely fitted into one slat-board crate, which is securely padded and strapped.

Certain firms ship in a knocked-down condition, the handlebars, saddle, chain and pedals being packed separately. In this case, the parts are specially marked for assembly on arrival at destination. While this method entails a certain amount of extra labour by the local distributor, it is believed to be the best method, chiefly because of the additional number of machines which can be shipped in the same sized crate.

CUSTOMS

Bicycles are not subject to any customs duty on importation into the Irish Free State.

SAMPLES, PRICES, AND CATALOGUES FOR SOUTH AFRICA

C. S. Bissett, Canadian Trade Commissioner

Cape Town, August 6, 1929.—Subsequent to the preliminary investigation of the market and providing the prospects warrant the step, samples should be forwarded in all cases where it is feasible to do so. It is only under exceptional conditions that South African importers will buy an article which they have not been able previously to examine as to quality, suitability, and price. Nor are they prepared to place initial orders, even for small quantities, on illustration or description alone. Exceptions to these rules will, of course, be where the article in question is already known to the importer through his experience in or familiarity with other markets where the product is well known, or where he is willing to invest in a trial shipment on the offer of subsequent appointment as sole distributor. These conditions are, however, not often encountered. Even in the latter case he usually demands samples on consignment or at a substantial sample discount to prevent loss to himself, should the goods not be saleable at the list price. This applies particularly to heavy-weight articles of considerable value such as machinery, which are difficult to demonstrate in more than one centre due to heavy railage charges, packing, etc. In the great majority of cases the manufacturer must send a range of samples free of all charge for initial demonstration purposes. Generally agents can be interested in the line only through this means. When the Trade Commissioner has been asked to investigate, such samples should be sent to him, and whenever the nature of the article warrants it, the samples and prices should be forwarded on the first approach to the office. The manufacturer will be principally interested in determining whether his own goods are saleable, whereas general information on the market, which is all that can be given without samples and prices, will be a secondary consideration. Where an article is of general utility as opposed to a specialty, much time will be saved by submitting an export proposition in detail—full information on the product, samples, prices, catalogues, and financial terms—on the first approach. It is an easier matter to "sell" an agent on any line where there is nothing indefinite about the proposal. If the proposition entails considerable correspondence, the prospective agent loses interest and does not form a high opinion of the manufacturer's business methods. This office has frequently encountered manufacturers who are unwilling to send samples at all, but request trial orders for demonstration purposes, or who send only a meagre range insufficient to convince an agent that the line in question is saleable in sufficient volume to warrant the work and time necessary to place it on the market. Further, the items in any range which are popular in Canada may be unsaleable in South Africa, and vice versa. A full range therefore as opposed to selected items should be sent. The small loss incurred in sending a full range of samples is negligible as compared to the value of having determined what is saleable and what is not. Export business is very competitive, and it costs money to establish any line. Manufacturers should be prepared for initial expenditure on samples. Subsequent sample ranges would be invoiced to agents at an agreed discount.

It is strongly recommended that all initial ranges of samples be sent to the Trade Commissioner rather than to individual firms. Negotiations can thereby be carried on with several firms in rotation if necessary, until an agency agreement can be completed, without loss of samples. Manufacturers are debited with duty, dock dues, etc., but the samples remain the supplier's property, and if sold he will be reimbursed. Alternatively, if handed over to a firm of agents, the value, less sample discount, can be debited against the agent's commission account. Usually, however, initial sample ranges are free, and most agents insist

upon this clause in the contract. The agent is charged, less sample discount, for all subsequent samples.

When a representative has been appointed, samples of all new items should be forwarded to the agent as soon as they are put into production. Similarly, he should be notified, by cable preferably, of any withdrawals.

PRICES

Prices should be quoted in such a manner that exact delivered costs can be computed. Quotations f.o.b. factory, except on goods usually shipped by parcel post, are useless. Canadian inland rail costs are unknown to the importer. Prices f.o.b. steamer, which must include the costs of export packing, except where special packing is optional, are at the least essential, although c.i.f. prices are preferable on many lines. The former type of quotation is usual, however, as duties are levied on this basis. When so quoting, the ocean freight rate per cubic ton and marine insurance costs should be given. With such definite information, landed costs can be computed exactly. Delivered costs—that is, where South African inland railage is necessary—can be computed only when weights and measurements of export packages are also given. These are necessary in all cases.

CATALOGUES

Catalogues and advertising literature of various kinds are essential both to enable the Trade Commissioner to interest the agent and the latter to interest his client. Many lines necessitate the distribution of considerable quantities of literature previous to calls by the agent. The advertising material will serve as an introduction and to arouse interest. Where the Trade Commissioner is endeavouring to place an agency, it is sometimes necessary to approach a dozen or more firms, and generous supplies of literature are therefore necessary. One catalogue and price list is of little value, as it is difficult to retrieve such literature once sent out, and its loss means the termination of negotiations until further supplies can be obtained from the manufacturer—usually a period of two to three months.

Aids to selling, sales manuals, etc., should be compiled for the benefit of the agent, and full information upon the product given. He should be supplied with as complete data upon the article as would one of the firm's Canadian travellers, in order that he may get the best out of the line. Each catalogue should be supplied with a price list.

ADVERTISING AND SUBSIDIES

It will depend upon the nature of the article, the extent of the market, price and quality, and established competition, whether advertising will be necessary or a payable proposition. Generally speaking, advertising is as necessary in the export as it is in the domestic market. The majority of proprietary lines depend for their sale on advertising entirely, and any curtailment will mean an almost immediate reduction of sales. Moreover, such lines can scarcely ever be introduced without an extensive advertising campaign. Other lines can be sold without advertising by agents well connected with the trade concerned, but generally all trade-marked goods need advertising to enable them to compete with other imported and similar lines of domestic manufacture. The general trend of to-day in trade in this territory is for the trader, whether wholesaler or retailer, to adopt the line of least resistance by stocking and selling only what the public ask for. The creation of demand is left to the manufacturer almost entirely. The trader as such, who depends upon his own ability to select values, is disappearing, and is being replaced by what is actually a jobber, both wholesale and retail, who takes little or no responsibility for creating a demand for

the goods. To him one line is more or less on a par with another, and the one for which the manufacturer has created a demand by advertising, and thereby has created a market for him, will be the line which he will stock. Usually there is such a multiplicity of similar lines being offered simultaneously that he has no room on his shelves for those that are unadvertised, unless he has an incentive, such as exclusive distribution, or sales rights, for stocking them. To compete against imported lines which are strongly entrenched or against domestic which have the benefit of protective duties, preferential rail rates, etc., is bound to be difficult without advertising. Moreover, overseas manufacturers must depend for their sales usually on agents who do not visit wholesalers in centres, other than the one in which the agent is located, more than three times a year, whereas the travellers of domestic manufacturers call upon the same firms at least monthly, and in many cases more often. These travellers again concentrate upon the lines of one principal, whereas the representative of an overseas firm must deal with many lines and can therefore give only a portion of his time to each, such portion being regulated by the value to him of the line in question. Where similar goods are not made locally, this competition will be absent, but that from other overseas firms will still necessitate advertising if a share of the business is to be obtained. Conversely, staple goods do not need the same amount of advertising, but it is still desirable. A good firm of agents will be able to obtain a share of the business, even although the line in question is unadvertised, providing some price concession can be offered, but a greater volume of business would accrue to the manufacturer if he were to place his prices on a par with those of his advertising competitors and use the surplus to advertise his goods. Generally the manufacturer must create the demand and through advertising convince the public that his goods are a little better than those of his competitors.

Advertising campaigns may be administered direct, but the preferable mode is to allow the agent to handle it according to an agreed schedule. This may be worked in conjunction with a local advertising agency, of which there are several in each main centre. The mediums available are similar to those prevailing in Canada, although advertising in magazines is restricted, as the production of magazines in South Africa is very limited. The daily newspapers are undoubtedly the best medium to employ. South Africa is bilingual; the two languages being English and Afrikaans. Newspapers in English, of conservative but high-class type, are much the most important, but the Afrikaans dailies must also be considered if the rural community is to be adequately catered to. It is recommended that all blocks be supplied by the manufacturer, as it is difficult to obtain first-class cuts locally of other than the more simple illustrations. The agent should be supplied with samples of advertisements showing the set up and also with plenty of copy. However, the decision on what will finally go into the advertisement should be left to him, as the manufacturer without an exact knowledge of the territory may violate some principle or encounter some prejudice which will nullify any good effect of the insertion.

Screen advertising is also effective and is widely used. At present, however, it is overdone, to the detriment of the program and the irritation of the audience. All slides are shown twice, once at the beginning and once in the middle of the program, the average number being at least one hundred.

Billboard publicity is also fairly widely used, as is street-car and bus advertising, along much the same lines as those prevailing in Canada.

Display cars for retailers are a necessity, and ample supplies of these should be forwarded with initial orders. Wherever possible, both languages should be employed and all instructions accompanying the article should be printed in both languages. The agent can always forward accurate translations of the English text. South Africa generally is very receptive to advertising of any kind and, depending upon the commodity, some form should be employed.

Direct mail advertising from overseas, unless followed up by a resident agent, is not of particular benefit. It would be much more effective if the agent mailed it locally and subsequently called upon all potential buyers. In this connection the question of customs duty arises. Duty is payable at 1 cent up to 3 ounces on all advertising matter (as enumerated in section 81, Canada Official *Postal Guide,* 1929) sent from overseas through the post in unsealed letters at the half rate, under tariff item 296 (h) (iii). This includes advertising invoice forms and similar stationery. In bulk it is dutiable at 40 per cent ad valorem, or 6d. (12 cents) per pound, whichever is the greater. Full information on these duties is contained on page 174, *Canada Postal Guide.* Surcharges on such matter, where the letters are unsealed, are a cause of annoyance to South African recipients, and nullify the beneficial effect. It is much better to ship in bulk and have the resident agent make the distribution.

SUBSIDIES

The question of the payment of subsidies by manufacturers to agents, exclusive of ordinary commission, may be linked up with advertising, although it has other phases as well. At all times it costs time, energy, and money to place a new article on the market. Some kinds, notably machinery, cost much more than others during the introductory period and profits are slower in forthcoming. Some South African agents are unwilling to shoulder this initial expense on a commission basis solely, but require a monthly cash payment for a stated period to cover the costs of advertising, demonstrations, railage on heavy samples, and their work until the commodity is both proven and established. Briefly, they wish to act on a salary basis, as would any representative from the factory who might be sent out to introduce the goods. The payment of a salary, a definite return for the time and energy expended, induces selling concentration by the agent over a period in ratio to the amount of subsidy given. Where the financial return is doubtful or problematical the agent is unlikely to concentrate upon introducing the goods to the extent necessary. The promise of future returns when selling on a commission basis solely is often insufficiently attractive to warrant accepting the agency.

Where subsidies are given, however, the rate of commission is usually smaller both on present and future business, and it will rest with the manufacturer whether he is prepared to lose on initial business and gain on future business, through reduced commission rates payable, or whether he will insist on the trade carrying itself at all times. In the latter case some firms can be found who will accept and work the agency, but a higher rate of commission will undoubtedly be required both at present and in the future. The manufacturer must decide as part of his export policy whether subsidies will be justified by the nature and extent of the market, the competitive ability of and his confidence in his product and the standing of the firm with which he is negotiating. As far as the latter is concerned, he must make sure that the firm concerned will give value for the subsidy.

Agricultural machinery is noteworthy as a commodity concerning which some such arrangement must be made or, alternatively, branch offices established or factory representatives attached to appointed firms of agents. In this type of article single units are generally expensive and are bulky. Demonstrations both at exhibitions and in the field are necessary, and due to their bulk and value there is much less inclination to experiment with new and untried implements when old-established makes are giving satisfaction and have already a good reputation.

However, subsidies would be recommended only in the case of such or similar goods which are inherently difficult to introduce without considerable initial expenditure. Lines of which samples can be carried by agents very seldom require a subsidy, except for advertising purposes.

CORRESPONDENCE

Many complaints are received from agents of Canadian firms regarding inattention to important letters and cables and confirmation of orders sent through. It is as necessary to the manufacturer to inculcate confidence in his business methods, in the minds of his agent and customers, as it is to offer goods which are competitive. Every point in every letter or cable should be replied to in detail. Cabled inquiries presuppose cabled answers. Too much information on the product cannot be sent. If the manufacturer is not sufficiently interested in the market concerned to supply all necessary selling data, it is most unlikely that the agent will be. Lacking the manufacturer's wholehearted support, the agent cannot be expected to get the best out of the line. Furthermore, he cannot afford to jeopardize his reputation by acting as sales agent for a firm upon whose business methods his clientèle cannot fully depend. An answer to a letter requires two months, and unless the required facts are given when requested, endless delays occur and lost opportunities result while letters are passing back and forth. However trivial the point may be considered by the manufacturer, it may be of prime importance to the importer. Exporters should reply in detail to all correspondence and confirm orders as early as possible. Attention must also be paid to instructions on indents received and all documents should be properly and fully completed.

CONCLUSION

When exporters approach the Trade Commissioner for a recommendation of suitable representatives, it is presumed that such exporter intends to exploit the market fully and to remain in the export trade once a footing has been established. However, many cases are encountered where the exporter wishes only to dispose of a temporary surplus. It is only in very rare cases that an agent can be interested in such a proposition. Unless he is assured that all quantities ordered can be supplied, having already built up a demand for the goods, he is unlikely to expend much energy in introducing them. Again, where production for export is limited to a certain quantity or depends on what is left over at the end of the domestic season, it is no more attractive to him. It is better for the exporter to await the time when he will be able to supply fully and continuously before commencing export. Commodities such as certain types of foodstuffs the production of which depends upon seasonal factors are excepted. It is again a question of building up confidence in the article and the supplier. Export markets are not dumping grounds. Export trade requires just as much, if not more, attention than does domestic. Competition in export markets is usually keener, as there is no tariff protection for the overseas supplier such as he has at home. He is up against competition from the majority of the suppliers of a similar article in the world, not only those at home. Due to distance, different business methods, conditions, and general mental outlook, there is more likelihood of misunderstandings which cannot be corrected in a short time. Although at present, in the case of the majority of Canadian firms exporting to South Africa, their export trade is but a small proportion of the total, it is bound to grow, and the future value of a sound foothold established in the Union cannot be overestimated. Strict attention to export business in all its phases is therefore strongly urged.

TRADE OF NORTHERN RHODESIA, 1928

J. L. Mutter, Assistant Canadian Trade Commissioner

Cape Town, August 30, 1929.—Statistics published in the recently issued Annual Report of the Customs Department of Northern Rhodesia for 1928 indicate further statisfactory progress in the trade expansion of the colony. Total trade amounted in value to £3,213,385 as compared with £2,712,633 in 1927 and £2,150,055 in 1926. The value of merchandise imported amounted to £2,366,137, an increase of £409,179, or 20·9 per cent, over the 1927 figure. Exports were valued at £847,068, exceeding those of the previous year by 12·1 per cent. Outstanding features of the year's trade were the substantial increase in the value of metals exported (£514,038 as against £254,873 in 1927), and the decrease from 1927 of £139,720 in the export of unmanufactured tobacco, brought about by the failure of the market for the Northern Rhodesian product.

In considering the above figures and those which follow, it is to be noted that Northern Rhodesia is divided into two Customs zones: the Northern Zone, known as the Congo basin, and the Southern, or Zambesi Basin Zone. The former is governed by the conditions laid down in the Berlin Act of 1885. Goods imported into it are therefore not subject to the terms of the agreements of the colony with Southern Rhodesia and the Union of South Africa. The duties imposed, however, are in most cases similar to those imposed in the Southern Zone, except that equality of trade is granted to all nations.

Under the existing agreement with the Union of South Africa, Northern Rhodesia receives 12 per cent ad valorem on removals from the Union of imported goods, and 6 per cent on removals of South African manufactured goods. Unmanufactured produce of South Africa is not subject to duty. Actual duty at Union rates is charged by the Union of South Africa on removals from Northern Rhodesia of imported goods, but produce of Northern Rhodesia is allowed free entry into the Union.

In the case of Southern Rhodesia, imported goods removed therefrom into Northern Rhodesia pay a duty calculated at Northern Rhodesia tariff rates, a deduction of 5 per cent being made where goods are cleared at the port of Beira by the Southern Rhodesia Customs. There is a free interchange of domestic products and manufactures between Northern and Southern Rhodesia, but on Union manufactures in Southern Rhodesia, subsequently removed to the northern colony, Southern Rhodesia passes credit to the latter Government at the rate of 6 per cent on the original Union value.

TRADE BALANCE

The 1928 trade balance of imports over exports remains very pronounced —£1,519,249 for the period under review; £1,201,613 in 1927—a situation which is emphasized by the fact that Northern Rhodesia's mining industry is still in the early stages of development. Importations of metal manufactures, machinery, and railway material show considerable increases over the previous year's figures, and even although the resultant increase in mineral production cannot immediately reflect the expenditure on such importations, it is to be anticipated that the export statistics in future years will show a marked recovery.

IMPORTS

The following table furnishes a comparison of the value of imports from British and from foreign countries during the years 1926 to 1928, and indicates the percentage of division of trade:—

	1928		1927		1926	
	£	Per Cent	£	Per Cent	£	Per Cent
Union of South Africa ..	245,909	10.4	217,063	11.1	166,001	9.9
Southern Rhodesia	371,469	15.7	261,093	13.3	258,884	15.5
United Kingdom and other British possessions. ..	1,135,775	48.0	987,502	50.4	818,718	49.1
Total British Empire	1,753,153	74.1	1,465,658	74.8	1,243,603	74.5
Foreign countries ..	613,164	25.9	491,480	25.2	423,981	25.5
Total merchandise ..	2,366,317		1,957,138		1,667,584	

Throughout the headings detailed below it will be seen that increased imports are general. Notable increases under metal manufactures are: railway material, from £39,879 in 1927 to £290,213 in 1928; mining machinery, from £86,011 to £122,926. Importations of ale, beer, and stout show an increase in value from £18,773 in 1927 to £27,660 in 1928. Under minerals, the value of coal imported increased from £47,861 in 1927 to £92,815 in the following year.

Foodstuffs, etc., to the value of £200,722 were imported in 1928, as compared with £173,630 in 1927 and £148,733 in 1926. Textiles, apparel, yarns, and fibres valued at £471,114 were brought in, as against £395,548 and £376,527 respectively in the two previous years. Imports of metals, metal manufactures, machinery, and vehicles were valued at £902,110, nearly £200,000 in excess of the 1927 figure; and minerals, earthenware, glasses, and cement at £161,993, as against £97,205 in 1927 and £104,515 in 1926. Importations of drugs, chemicals, and fertilizers were valued at £89,396, or approximately £20,000 in excess of the previous year's figure, and nearly double that of 1926. Other principal items which show considerable increases are oils, paints and varnishes, leather, rubber and manufactures thereof; wood, cane, wicker and manufactures thereof; books, paper and stationery; jewellery, timepieces, and fancy goods.

EXPORTS

As in the case of imports, the bulk of the trade was with the United Kingdom and other British possessions. Of the merchandise exported, domestic was valued at £783,769, the balance comprising imported goods re-exported. In addition, articles exported through the mails were valued at £4,481, and exports of specie totalled £13,636. These two items are not included in the following table, which furnishes a comparison of the value of exports to British and to foreign countries during the years 1926 to 1928:—

	1928	1927	1926
Union of South Africa	£117,966	£193,824	£161,439
Southern Rhodesia	77,441	77,221	65,543
United Kingdom and other British possessions	374,644	272,045	142,761
Total British Empire	£570,051	£543,090	£369,743
Foreign countries	272,536	202,504	112,728
Total	£842,587	£745,594	£482,471

In the following table, which illustrates the comparative value of the principal items of domestic export for the years 1926 to 1928, the commodities specified are ranked in the order of their value in sterling, for the period under review:—

	1928	1927	1926
Copper	£231,304	£133,115	£ 23,566
Metals, other	166,866	.....	.....
Tobacco, unmanufactured	100,848	240,568	155,832
Lead	71,103	88,652	43,284
Hides, skins and horns	44,898	21,831	15,591
Maize, including other cereals in the grain	29,964	59,711	31,246
Maize meal	23,488	18,437	10,566
Animals, living	22,456	36,205	52,606
Ores, other	13,277	1,165	2,047
Ivory	9,911	8,214	7,117
Wheat	9,218	13,546	18,575
Vanadium	3,457	6,749	4,498
Gold	1,815	1,690	2,697
Lime	948	1,004	1,072
Butter	431	1,445	1,219
Curios	293	354	505
Silver	23	9	16

Significant in explanation of the above figures are the following facts. The number of ox and cow hides exported increased from 417,652 with a value of £14,142 for 1927 to 762,623 with a value of £37,135 for 1928; of the items "metals, other," and "ores, other," approximately 90 per cent of the values shown represent the important commodity zinc, which is a notable addition to the minerals exported from Northern Rhodesia. During the year quantities exported amounted to 9,414 tons of zinc and 7,514 tons of the ore.

With the exception of hides and skins, exports of agricultural and pastoral products mainly show decreases. Exports under this class for 1928 represented a total value of £147,977, or £16,756 less than in 1927, and as pointed out elsewhere, tobacco culture has not proved financially successful. Nevertheless, the value of metals exported has compensated for these decreases. Present indications are that the colony is steadily tending towards the development of its mineral resources and paying less attention to land cultivation and the production of foodstuffs.

FOREIGN TRADE OF INDIA DURING JULY

Richard Grew, Canadian Trade Commissioner

(Note.—Values based on current rate of exchange: one rupee equals 36 cents Canadian currency)

Calcutta, August 26, 1929.—For the month of July as compared with the preceding month, the value of the foreign trade of India increased both in imports and re-exports, while there was a decrease in exports.

The total value of imports and private merchandise, expressed in Canadian currency, amounted to $68,616,000—an increase of $9,144,000 over the previous month. The decrease in the exports of Indian produce and manufactured goods amounted to $4,032,000, the total value of exports amounting to $89,964,000 as compared with $93,996,000 during June. There was an increase in value of re-exports amounting to $144,000, the total value being $2,304,000 during the period under review.

Treasure on private account, including treasury notes, showed a net import of $7,200,000 during July, 1928, as against $7,740,000 for the previous month and $15,732,000 during July, 1928. The import and export of gold and silver for the first four months of the present fiscal year, April to July, as compared with the similar period of the preceding year, are given in the following table:—

	1929 (000 omitted)	1928 (000 omitted)	Decrease (000 omitted)
Gold imported	$20,412	$25,308	—$ 4,896
Gold exported	36	36	.....
Silver imported	15,228	28,836	— 13,608
Silver exported	1,116	5,652	— 4,536

The total visible balance of trade for the month of July, when taking both merchandise and treasure into consideration, was $16,632,000 in favour of India —a decrease of $12,852 when compared with the previous month, and an increase of $2,592,000 over the corresponding month of the previous year Taking the total visible balance of trade for the four-month period, April to July, 1929, there was a balance of $58,788,000 in favour of India as compared to a favourable balance of $65,304,000 for the same period during 1928.

IMPORTS

The imports of food, drink, and tobacco decreased in value by $2,196,000 to $11,196,000 during the month of July, 1929, as compared with July, 1928. Raw materials declined in value from $6,696,000 to $6,552,000 during the two periods under review, while the imports of manufactured increased in value from $45,792,000 to $49,644,000, a net gain of $3,852,000. Under the heading food, drinks, and tobacco, sugar decreased from 107,000 tons to 63,000 tons in quantity and from $7,092,000 to $3,852,000 in value. There was an import of 3,600 tons of beet sugar valued at $216,000 during July, 1929, whereas no imports of this commodity were recorded during July of the previous year.

The imports of wheat, originating entirely in Australia, amounted to 36,000 tons valued at $1,692,000, while for July, 1928, the imports were nil. The importation of rice—almost entirely into the Madras Presidency—decreased in quantity from 5,700 tons during July, 1928, to 2,300 tons during July, 1929, and in value from $288,000 to $108,000. During the two periods under review the imports of raw cotton showed an increase of 1,700 tons in quantity and $936,000 in value. There was a decrease in the importation of kerosene oil during July, 1929, amounting to 5,500,000 gallons valued at $1,224,000.

Under manufactured articles, the imports of cotton yarn and manufactures rose by $2,052,000. There was an increase of 1,000,000 pounds in quantity valued at $612,000 in the importation of twist and yarn. Cotton piece goods increased by 18,000,000 yards with an increased value of $1,260,000. Grey and white goods registered an increase of 15,000,000 and 1,000,000 yards respectively in quantity and $1,116,000 and $180,000 in value. The quantity of coloured goods increased by 2,000,000 yards, but the value showed a decrease of $108,000. Of the other items which registered an increase, the following are the more important: iron and steel, $828,000; motor vehicles, $648,000; and paper and pasteboard, $432,000. The more important decreases occurred in metal, other than iron and steel, $576,000; and artificial silk, $396,000.

EXPORTS

Exports of food, drink, and tobacco in July, 1929, as compared with the corresponding month of the previous year, decreased by $5,436,000, the total exports being valued at $17,352,000. The decline is principally due to decreased exports in rice, wheat, and tea. The quantity of rice exported showed a decrease from 148,000 tons to 120,000 tons, the value falling from $7,776,000 to $6,336,000. Wheat exports declined from 25,000 tons to 1,000 tons, and the value from $1,332,000 to $72,000. Barley also recorded a decrease of 14,000 tons valued at $612,000. The decline in the exports of tea amounted to 3,500,000 pounds in quantity and the value fell by $1,656,000.

Raw materials and produce registered a decrease in exports amounting to $1,376,000 as compared with July, 1928. Under this heading raw cotton was the principal commodity which recorded a noticeable decrease. The value fell from $19,476,000 in July, 1928, to $18,648,000 during last month—a decrease of $828,000. On the other hand, the quantity rose from 51,000 tons to 57,000 tons. Of the quantity of raw cotton exported, Japan took 26,000 tons, Italy

7,000 tons, Belgium 6,000 tons, Germany 5,000 tons, France 3,500 tons, and China 3,000 tons. The balance was shipped mainly to the Netherlands and the United States. There was a small decrease recorded in the exports of raw jute. The quantity dropped from 36,300 tons to 35,700 tons; the value declined from $4,788,000 to $4,428,000. Other produce commodities which registered a decline were oilseed ($1,656,000), groundnuts ($1,584,000), cotton seed ($360,000), and sesamum ($288,000). The following commodities showed increased value in exports: linseed, $432,000; rapeseed, $288,000; and lac, $252,000.

The exports of manufactured goods increased by $3,896,000 to $27,864,000 during July of this year compared with the same month of last year. During these two periods the number of jute bags exported rose by 3,000,000 to 29,000,000, but the value decreased by $36,000, the total value of exports amounting to $5,364,000. There was a noticeable increase in the yardage of gunny cloth exported, the quantity increasing by 57,000,000 yards to 185,000,000 and the value rising by $2,952,000 to $12,564,000. Tanned or dressed hides decreased by 400 tons in quantity and by $612,000 in value, while tanned skins increased by 100 tons in quantity and $288,000 in value.

JAPANESE EXPORTS OF WHEAT FLOUR

James A. Langley, Canadian Trade Commissioner

Kobe, August 10, 1929.—The exports of wheat flour from Japan for the first six months of this year amounted to 5,566,857 sacks of 49 pounds. This is a great increase over the corresponding period of last year, and is only 633,143 sacks short of the total for that year—which constituted a record—and is in marked contrast to the 2,380,000 sacks exported during the first half of 1928. It is apparent that another record will be created this year, although it is expected that the purchases by China for the second six months of the year will be influenced by the season, and by the increased yield of wheat there. The drop in the silver quotations will probably work against large purchases, and as a result it is not expected that flour exports to China will be as great as during the first six months of the year. Exports of flour during the first six months of 1929 totalled 18,248,487 yen—a gain of 8,561,000 yen, or 88·4 per cent, over the corresponding half-year of 1928. According to Government statistics, exports and countries of destination are as follows:—

	Six Months ending June		
	1929	1928	1927
	Yen	Yen	Yen
China	10,431,970	7,795,727	5,134,551
Kwantung Leased Territory	6,633,699	1,517,368	765,390
Straits Settlements	.....	59,023	10,342
Dutch East Indies	42,650	204,968	32,532
Others	1,140,168	111,075	248,877
Total	18,248,487	9,688,161	6,191,692

Exports to the Kwantung Leased Territory showed a decided increase during this period. It is understood that most of the flour was destined for Northern Manchuria beyond Harbin, and for the interior of Manchuria and Siberia, shipment being made by either the Ussuri Railway or Chinese Eastern Railway through the port of Vladivostok. The active demand in these territories this year is attributed to the short wheat crop and to the many Russian and Chinese flour mills which, owing to keen competition from Japanese flour, are not operating.

Early this year considerable uneasiness was evident among the Japanese exporters of flour because of the boycott against Japanese goods in China. Sub-

sequent developments between Soviet Russia and China seem to have diverted the attention of the Chinese from the boycott, and Japanese goods have begun to find their way into China and also Siberia in larger quantities. Exports for China during the six months showed an increase in value of 2,636,243 yen over the same period of last year and of 5,297,419 yen over the corresponding period of 1927, despite the fact that the boycott seriously hurt Japanese trade. Flour exported was sent in greatest volume to Tientsin, where it was held in large quantities. As the situation has now cleared, these stocks are being steadily disposed of.

Foreign wheat imported into Japan for the six months was valued at 48,569,414 yen, an increase of 4,738,000 yen, or 10·8 per cent, over the corresponding period of last year. This increase was occasioned by the unusually heavy exports, in the manufacture of which a considerable quantity of foreign wheat was used. Foreign wheat imported during the period, as compared with the previous two years, follows:—

	Six Months ending June		
	Yen 1929	Yen 1928	Yen 1927
Canada	27,626,440	19,224,306	13,622,475
Australia	12,403,051	6,895,087	9,949,781
United States	5,646,081	11,089,480	11,105,581
China	1,108,887	4,027,457	134,324
Kwantung Leased Territory	1,675,883	2,511,062	.....
Others	109,072	86,441	5,636
Total	48,569,414	43,833,833	34,817,797

Purchases of Canadian wheat have shown a steady increase during the last two years, and still form the bulk of the imports. On the other hand, imports from the United States have fallen. Canadian wheat purchased by Japanese mills during the first six months of the year showed a gain of 8,402,134 yen over the corresponding period of the previous year and of 14,003,975 yen over the same period of 1927, while the value of United States wheat imports this year declined by 4,443,389 yen from the first half of 1928 and 5,459,500 yen from that of 1927. This year purchases of Australian wheat have doubled in value over the first half of last year, and have increased by 2,453,270 yen over the corresponding period of 1927. Wheat importations from China and Manchuria showed a decline.

GERMAN MARKET FOR HONEY

M. B. Palmer, Acting Canadian Trade Commissioner

Hamburg, September 13, 1929.—There is a considerable demand for honey in Germany, and this office receives numerous inquiries for a Canadian source of supply.

Honey is classed as alfalfa, clover, and buckwheat. The alfalfa and clover honeys are graded light amber, white amber, and water white. Of these grades the German market principally requires alfalfa light amber and clover white amber, while a small demand also exists for buckwheat honey. The grades as established by the mechanical pound-colour-grader manufactured by the Munsell Color Company, Baltimore, are generally accepted.

The usual and most satisfactory method of doing business is for exporters to appoint representatives in either Hamburg or Bremen, who book orders from the leading importing firms, charging a commission of from 2 to 3 per cent. Offers should be made c.i.f. Hamburg or Bremen; customary terms are cash against arrival of goods, subject to inspection. Once, however, connections are

established, cash against documents with friendly arbitration can be obtained. Standard type samples should first be submitted.

Shipments should be forwarded in wooden cases containing one, or preferably two tins of 60 pounds each. This is approximately five gallons to the tin.

Prices at present obtained per case of two tins (50 kilograms net) are as follows: Alfalfa, light amber, $9.85; clover, white amber, $11; buckwheat, $8.40.

Interested Canadian exporters are requested to get in touch with the Canadian Government Trade Commissioner at Hamburg.

RECORD WHEAT CROP IN ITALY

According to a statement made by Signor Martelli to the Wheat Committee, this year's wheat crop will break all records, writes a correspondent in Rome of the London *Times Trade Supplement*. This year's production is estimated at 256,900,000 bushels, and thus exceeds the bumper crop of 238,550,000 bushels in 1925. Signor Martelli pointed out that these results were obtained in spite of unfavourable weather conditions and without increasing the area sown. The success of the policy of intensive cultivation had been proved by the figures giving the average production per hectare. Whereas during the years 1911 to 1914 this average production was 10·6 quintals, during the last four years it had risen to 12·5 quintals. Considerable advance had also been made in the adoption of scientific farming methods.

FIBRE FROM SISAL WASTE

The Commissioner to H.M. Eastern African Dependencies' Trade and Information Office in London is advised from Kenya that experiments are at present being carried out in the colony for the purpose of obtaining fibre from sisal waste by the use of a newly designed tearing and scutching machine, and that the extraction of fibre from the waste has amounted to as much as 60 per cent. If, as seems not improbable, the right type of machine can be devised, there are even hopes in the industry that the value of the recovered fibre from the waste would go a long way towards meeting the whole of the running expenses of an average sisal estate.

SOUTH AFRICAN TARIFF CHANGES

C. S. Bissett, Canadian Trade Commissioner

Cape Town, August 22, 1929.—The tariff changes recently proposed by the Minister of Finance in his budget speech have been passed with slight alterations. The items affected of most interest to Canadian exporters were published in *Commercial Intelligence Journal* No. 1332 (August 10, 1929). Increased duties became operative on July 26, 1929, the date on which they were tabled in the House, and the decreases went into effect on August 21, the date of promulgation in Government *Gazette Extraordinary* No. 1809.

The increases are few and are designed to protect domestic infant industries. The two increases of particular interest to Canada are on spindle chairs, assessed, under tariff item 269, at 25 per cent ad valorem, and now placed on a par with bentwood chairs at 20 per cent ad valorem plus 1s. each (the effect of the increase being to raise the duty to about 40 per cent ad valorem); and on bathing suits, assessed under item 65 (iv), the old duty having been increased from 15 per cent to 20 per cent as protection to two domestic factories. (Canada now obtains the bulk of the trade in cheap dining and kitchen chairs, and there is a growing Canadian trade in bathing suits.) The duty on knitted under-

wear, item 65 (iii), is also affected, as provision has been made for a "suspended" duty of 5 per cent ad valorem. The suspended duty can be made operative by proclamation at any time desired, but usually a year later. Such imposition would make the duty 20 per cent ad valorem.

The majority of the changes are decreases in tariff rates on general imports; changes in wording giving more detailed classification of commodities and decreases on raw materials or other essentials as an aid to domestic industry.

GREEK TARIFF ON DRIED CODFISH

Mr. Henri Turcot, Canadian Trade Commissioner in Athens, reports that a decree-law which came into force on August 20 specifies that dried codfish, irrespective of its country of origin—that is whether the country of origin has concluded or not a commercial convention with Greece—is dutiable upon its entry into Greece at 4 metallic drachmæ, or approximately 77 Canadian cents, per 100 kilograms (220 pounds). An amount equal to about 75 per cent of the customs duty must be added for internal taxes, increasing the basic tariff to $1.34 per 220 pounds.

The customs duty on dried codfish before the above decree came into effect was 4 metallic drachmæ in the case of countries enjoying most-favoured-nation treatment and 10 metallic drachmæ for countries, like Canada, that came under the general tariff. Internal taxes amounted to 75 per cent of the above.

Canadian firms exporting dried codfish to Greece or who wish to enter the market are invited to send quotations c.i.f. Piræus and Salonica to the Canadian Trade Commissioner at Athens.

CUBAN TARIFF CHANGES

Mr. Enrique Heyman, Canadian Trade Commissioner's office, Havana, advises that the Cuban general tariff (applicable to Canada) on unfinished staves for barrels has been reduced from 50 cents per 100 kg. (220 pounds) to 15 cents. The duty on heads for barrels was reduced from 80 cents per 100 kg. to 40 cents. There is a surtax of 3 per cent of the duty on both heads and unfinished staves for barrels. There was an increase in the tariff on leather belts from $2 per 100 kg. to $4, on which the surtax is 10 per cent of the duty. The preferential rate to the United States is one-fifth lower in each case. The foregoing changes were published in the *Official Gazette* of Cuba on August 16.

SEED POTATOES CLASSIFIED FOR FREE ENTRY INTO CUBA

The Cuban decree published in the *Official Gazette* of September 13 provides for the duty-free entry from September 15 to February 15 of each year of the following varieties of seed potatoes: "Bliss Triumph", "Red Bliss", "Green Mountain", "Irish Cobbler", "Wyoming", "Nebraska", and "Prince Edward". Importations of seed potatoes will only be permitted to be cleared at the following ports: Havana, Cardenas, Caibarien, Nuevitas, Gibara, Cienfuegos, and Santiago de Cuba. In order to provide against using seed potatoes for consumption, when potatoes are cleared at the customs a deposit of $5 per 100 kilos has to be paid, which is returnable to the importer once he names the place where the potatoes are to be planted and furnishes proof. Invoices covering shipments must be accompanied by a certificate from an agricultural authority certified before a Cuban consul stating the locality in which the potatoes were cultivated, name of producer, the price at which they were bought, the variety, and certifying that they are in good condition, free of disease and proper for cultivation.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING SEPTEMBER 30

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 30, 1929. Those for the week ending September 23, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending Sept. 23, 1929	Week ending Sept. 30, 1929
Austria	Schilling	.1407	$ .1440	$ .1439
Belgium	Belga	.1390	.1404	.1406
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0299	.0299
Denmark	Krone	.2680	.2690	.2694
Finland	Markka	.0252	.0254	.0254
France	Franc	.0392	.0395	.0396
Germany	Reichsmark	.2382	.2407	.2408
Britain	Pound	4.8666	4.9010	4.9101
Greece	Drachma	.0130	.0130	.0130
Holland	Guilder (Florin)	.4020	.4054	.4055
Hungary	Pengo	.1749	.1768	.1768
Italy	Lira	.0526	.0529	.0528
Jugo-Slavia	Dinar	.1930	.0177	.0178
Norway	Krone	.2680	.2690	.2674
Portugal	Escudo	1.0805	.0454	.0454
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1492	.1496
Sweden	Krona	.2680	.2706	.2708
Switzerland	Franc	.1930	.1948	.1948
United States	Dollar	1.0000	1.0107	1.0103
Argentine Rep.	Peso (Paper)	.4244	.4238	.4240
Brazil	Milreis	.5462	.1198	.1198
Chile	Peso	.1217	.1223	.1222
Colombia	Peso	.9733	.9766	.9769
Mexico	Peso	.4985	.4848	.4839
Peru	Libra	4.8666	4.0431	4.0412
Venezuela	Bolivar	.1930	.1950	.1944
Uruguay	Peso	1.0342	.9880	.9976
Cuba	Peso	1.0000	.9993	1.0009
Batavia, Java	Guilder	.4020	.4043	.4046
China	Tael	.....	.5628	.5581
India	Rupee	.3650	.3651	.3649
Japan	Yen	.4985	.4831	.4844
Siam	Baht (Tical)	.4424	.4573	.4571
Singapore, Str. Settlements	$	.5678	.5685	.5733
Jamaica	Pound	4.8666	4.8997	4.8974
Barbados	$	1.0000	1.01 2/64—1.02 19/32	1.01 13/32—1.02 1/2
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.02 19/32—1.02 3/4	1.02 1/2 —1.02 43/64
Martinique	Franc	.0392	.0395	.0396
Guadeloupe	Franc	.0392	.0395	.0396

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Foodstuffs

803. Flour.—A Hongkong firm of direct importers ask to be supplied with samples and c.i.f. prices of Canadian flour.

804. Canned Goods.—A Hongkong firm of direct importers ask to be supplied with samples and c.i.f. prices of Canadian canned goods.

805. Fish.—A Hongkong firm of direct importers ask that they be supplied with samples and c.i.f. prices of canned fish such as sardine, abalone, and salmon.

806. Canned Fish.—A firm of commission agents in Havana wish to represent a Canadian firm who export canned fish of all kinds.

807. Canned Fish.—Dutch agency firm would like to receive quotations, preferably c.i.f. Rotterdam, on canned fish, with a view to representation.

808. Rolled Oats.—A Rotterdam agency concern is anxious to establish a connection with a Canadian exporter of rolled oats.

809. Hay.—A Birmingham firm of importers desire direct quotations c.i.f. United Kingdom port for Canadian clover mixture.

810. Confectionery.—A New Zealand firm of importers desire to secure supplies of confectionery, including small lines of wrapped chocolate, wrapped mints and wrapped candies, and would like to receive illustrations and prices.

Miscellaneous

811. Cascara Sagrada Bark.—A London company are desirous of establishing a permanent and reliable source of supply of Canadian-grown Cascara Sagrada bark. Samples and offers c.i.f. London are invited from Canadian exporters.

812. Glycerine.—A commission agent and importer in Mexico desires to secure quotations for supplies of glycerine. Prices should be quoted c.i.f. Veracruz, exclusive of 10 per cent consular fee. Present quotations are $24 per 100 kilos.

813. Marine Engines.—A Hongkong firm, with branches throughout China, are anxious to secure an agency of a Canadian manufacturer of Diesel, semi-Diesel, and other crude oil engines for marine use. Specifications and prices should be supplied.

814. Pulpwood.—Milan firm desire to import whitewood pulpwood from Canada.

815. Building Materials and Specialties.—A London company, who claim an influential connection throughout the United Kingdom and Ireland, would be glad to undertake the exclusive representation of Canadian manufacturers of building materials and specialties and of other goods saleable to the builders' furnishings trade.

816. Wrapping Paper.—A Hongkong firm of manufacturers' agents request that they be supplied with samples and c.i.f. prices of coloured sulphite kraft wrapping paper (preferably 36 pounds in sizes 31 by 43 inches).

817. Papers.—A commission agent in Havana desires to sell, on a commission basis only, newsprint, chrome, bond and writing papers.

818. Paper.—A Hongkong firm with branches throughout China are anxious to secure the agency of Canadian manufacturers of all types of paper. Samples and prices should be provided.

819. Sole Leathers.—A Hongkong firm of direct importers ask to be supplied with samples and c.i.f. prices of Canadian sole leathers.

820. Upper Leathers.—A Hongkong firm of direct importers ask to be supplied with samples and c.i.f. prices of Canadian upper leathers.

821. Women's Silk Underwear.—Agency firm of Castricum, Holland, would like to hear from Canadian manufacturers of women's silk underwear, with a view to representation.

822. Men's Underwear.—A Dutch agent is desirous of representing a Canadian manufacturer of men's cotton and woollen underwear.

823. Shirts.—Canadian manufacturers of shirts seeking representation in the Netherlands should communicate with Castricum firm.

824. Men's Clothing.—Dutch importer would like to hear from Canadian manufacturers of white and brown duck trousers.

825. Men's Hosiery.—Dutch hosiery agent would be pleased to receive samples and c.i.f. quotations on men's hosiery with a view to sole representation.

826. Workmen's Rubber Gloves.—Dutch firm desires to import electricians' rubber gloves.

827. Gloves Without Cuffs.—Dutch importing firm would like to have a connection with a Canadian manufacturer of pig-skin gloves without cuffs.

828. Neckwear.—Dutch agency firm wish to get in touch with Canadian manufacturers of neckwear.

829. Rubber Footwear.—Importer of footwear in Holland desires to establish connections with Canadian manufacturers of goloshes and rubber boots.

830. Shopping Bags.—A Birmingham firm of importers and agents desire to hear from Canadian manufacturers of so-called "canvas" shopping bags, which are made from a heavy fibre paper which has been twisted to imitate heavy canvas cord. Size desired 18 by 15 inches.

831. Vacuum Installations for Heating Units.—A firm of engineers in Argentina are interested in securing a Canadian agency for installations as above. The local market is a large one. Address cuts and descriptive matter with prices f.o.b. Atlantic seaboard to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

832. Eye Shades.—Canadian manufacturers of eye shades for tennis and stokers should submit samples and c.i.f. quotations to Dutch importer.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Southampton.—Empress of Scotland, Canadian Pacific, Oct. 31.

From Montreal

To Avonmouth.—Vardulia, Oct. 12; Kastalia, Nov. 2—both Anchor-Donaldson; Nessian, Oct. 19; Nubian, Oct. 26—both White Star Line.

To Belfast.—Lord Antrim, Oct. 12; Melmore Head, Oct. 23—both Head Line.

To Cardiff.—Nessian, White Star Line, Oct. 19; Kastalia, Anchor-Donaldson, Nov. 2.

To Dublin.—Lord Antrim, Oct. 12; Melmore Head, Oct. 23—both Head Line.

To Dundee.—Cairngowan, Thomson Line, Oct. 25.

To Glasgow.—Melita, Oct. 10; Minnedosa, Oct. 26—both Canadian Pacific; Corinaldo, Oct. 11; Athenia, Oct. 18; Carmia, Oct. 25; Letitia, Nov. 1—all Anchor-Donaldson.

To Hull.—Incemore, Furness Line, Oct. 18.

To Liverpool.—Duchess of Bedford, Oct. 11; Duchess of Richmond, Oct. 18; Duchess of York, Oct. 25; Duchess of Atholl, Nov. 1—all Canadian Pacific; Regina, Oct. 19; Laurentic, Oct. 26; Doric, Nov. 2—all White Star Line; Antonia, Cunard Line, Oct. 11.

To London.—Beaverhill, Oct. 11; Beaverburn, Oct. 18; Beaverbrae, Oct. 25; Beaverdale, Nov. 1—all Canadian Pacific; Canadian Spinner, Oct. 12; Canadian Rancher, Oct. 22; Canadian Planter, Nov. 1—all Canadian National; Aurania, Oct. 11; Ausonia, Oct. 18; Ascania, Oct. 25; Alaunia, Nov. 1—all Cunard Line; Incemore, Furness Line, Oct. 18; Calgaric, Oct. 17; Megantic, Oct. 31—both White Star Line.

To Manchester.—Manchester Commerce, Oct. 10; Manchester Regiment, Oct. 17; Manchester Citizen, Oct. 24; Manchester Division, Oct. 31; Manchester Brigade, Nov. 7—all Manchester Line.

To Newcastle and Leith.—Cairnvalona, Oct. 11; Cairnglen, Oct. 18; Cairngowan, Oct. 25—all Thomson Line.

To Southampton.—Montrose, Oct. 10; Montcalm Oct. 17; Montclare, Oct. 24—all Canadian Pacific; Calgaric, Oct. 17; Megantic, Oct. 31—both White Star Line.

To Swansea.—Vardulia, Anchor-Donaldson, Oct. 12; Nubian, White Star Line, Oct. 26.

To Antwerp.—Montrose, Oct. 10; Beaverhill, Oct. 11; Montclare, Oct. 24; Beaverbrae, Oct. 25—all Canadian Pacific; Canadian Spinner, Oct. 12; Canadian Rancher, Oct. 22—both Canadian National.

To Bordeaux and Havre.—Grey County, County Line, Oct. 14.

To Bremen.—Crefeld, North German Lloyd, Oct. 26.

To Hamburg.—Montcalm, Oct. 17; Beaverburn, Oct. 18; Beaverdale, Nov. 1—all Canadian Pacific; Kings County, Oct. 11; Emden, Oct. 18; Brant County, Oct. 25—all County Line; Crefeld, Oct. 26; Elmshorn, Nov. 1—both North German Lloyd.

To Rotterdam.—Hada County, Oct. 19; Labelle County, Nov. 6—both County Line.

To South France and Italian Ports.—Valfiorita, Oct. 20; George Ohlsen, Nov. 2—both Lloyd Mediterraneo Italian Service.

To South African Ports.—Mattawin (also calls at Sierra Leone), Oct. 24; Benguela, Oct. 10—both Elder Dempster Line.

To South American Ports.—Canadian Traveller, Canadian National, Oct. 19; Sud Africano, Canadian-South American Line, Oct. 7.

To Australian Ports.—Canadian Scottish, Canadian National, Oct. 30; Parracombe, New Zealand SS., Oct. 15.

To New Zealand Ports.—Canadian Conqueror, Canadian National, Oct. 25.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Champlain, Oct. 19; Chomedy, Nov. 2—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Rodney, Oct. 12; Cavelier, Oct. 19 (Kingston only); Lady Somers, Oct. 26; Cathcart, Nov. 2 (Kingston only)—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Finn, Oct. 11; Peter Maersk, Oct. 25—both Ocean Dominion.

To Cornerbrook.—North Voyageur, Oct. 21, Nov. 4; New Northland, Oct. 16, Oct. 31—both Clarke SS.

To St. John's, Nfld.—Rosiland, Furness-Red Cross Line, Oct. 18, Nov. 1.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Oct. 10; Lady Drake, Oct. 24—both Canadian National.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every Tuesday, Thursday, and Saturday.

From Halifax

To Gothenburg.—Gripsholm, Furness, Withy, Oct. 21.

To Liverpool.—Nova Scotia, Oct. 12; Manchester Shipper, Oct. 15; Newfoundland, Oct. 29—all Furness, Withy.

To London and Hull.—London Merchant, Oct. 7 (calls at London only); Cairngowan, Oct. 18—both Furness, Withy; Mississippi, Oct. 14; Nortonian, Oct. 14; Missouri, Oct. 29—all Leyland Line (calls only at London).

To Manchester.—Manchester Commerce, Oct. 14; Manchester Regiment, Oct. 21; Manchester Citizen, Oct. 28—all Furness, Withy.

To St. John's, Nfld.—Nerissa, Oct. 15, Oct. 29; Fort St. George, Oct. 8; Nova Scotia, Oct. 12; Silvia, Oct. 22, Nov. 5; Newfoundland, Oct. 29—all Furness, Withy; Farnorth, Farquhar SS., Oct. 11, Oct. 25.

To St. Pierre-Miquelon.—Farnorth, Oct. 11, Oct. 25; Sambro, Oct. 15, Oct. 29; Fernfield, Oct. 19, Nov. 2—all Farquhar SS.

To Kingston (Jamaica).—Cathcart, Oct. 8; Cavelier, Oct. 22—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, Oct. 10; Champlain, Oct. 24—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Oct. 4; Lady Hawkins, Oct. 18—both Canadian National; Finn, Ocean Dominion, Oct. 17.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Canada, Oct. 17; Empress of Russia, Nov. 2—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Tyndareus, Oct. 8; Teucer, Oct. 29—both Blue Funnel.

To Yokohama, Osaka and Dairen.—London Maru, Osaka Shosen Kaisha, Oct. 15.

To Auckland, Wellington and Dunedin.—Golden Coast, Oceanic and Oriental Navigation Co., Oct. 10.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Canadian-Australasian Line, Oct. 16.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Anten, Transatlantic SS., Oct. 9.

To Papeete, Wellington, Melbourne and Sydney.—Waiotapu, Canadian-Australasian Line, Oct. 28.

To Liverpool, Southampton, London and Rotterdam.—Dinteldyk, Oct. 10; Loch Katrine, Oct. 25—both North Pacific Coast Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Glamorganshire, Oct. 8; Eemdyk, Oct. 30—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—Indiana, Oct. 15; Nevada, Oct. 31—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Leme, Oct. 17; Savoia, Nov. 1—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Brimanger, Westfal-Larsen, Nov. 1.

To West Indian Ports.—Victoria, Canadian Transport Co., Oct. 15.

To Cape Town, Algoa Bay, Durban, Lourenco Marques.—West Honaker, B.C. Shipping Agencies, Oct. 9.

To Colombia, Curacao, and Kingston (Jamaica).—Point Bonita, Oct. 15; Point Gorda, Oct. 26 (calls only at Colombia)—both Gulf Pacific Line.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

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LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin. The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.)

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

OCT 14 1929
UNIVERSITY OF TORONTO
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513

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service : C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, October 12, 1929 No. 1341

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"SWITZERLAND AS A MARKET"

The series of reports on conditions and opportunities in Switzerland, which has recently been published in the *Commercial Intelligence Journal*, by Mr. J. C. Macgillivray, Canadian Trade Commissioner in Holland, has now been issued as a pamphlet. A copy of this publication will be sent free to any subscriber to the *Commercial Intelligence Journal* upon request. To other than subscribers to the *Commercial Intelligence Journal* the price is 25 cents. This publication extends to 56 pages and is indexed. Requests for copies should be sent to the Department of Trade and Commerce.

TRADE COMMISSIONERS ON TOUR

Mr. Muddiman

Mr. A. B. Muddiman, Canadian Trade Commissioner in Italy, will visit the following cities and towns:—

Windsor ..Oct. 14
London ..Oct. 16
Hamilton and Guelph...Oct. 17 to Oct. 19
Montreal ..Oct. 22 to Oct. 30

Mr. Young

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit as follows:—

Montreal.. .. ..Oct. 15 to 23	New Westminster .. ..Nov. 13 to 14
Vancouver .. ..Nov. 2 to 12	Victoria .. ..Nov. 16 to 18

Mr. Macgillivray

Mr. J. C. Macgillivray, Trade Commissioner in Rotterdam, is about to go on tour. The following are the early dates in his itinerary:—

Three Rivers.. .. ..Oct. 21	Charlottetown .. ..Oct. 26
Quebec.. .. ..Oct. 22	Summerside .. ..Oct. 28
Percé .. ..Oct. 24	Halifax .. ..Oct. 29-31
Sackville .. ..Oct. 25	

Mr. Poussette

Mr. H. R. Poussette, formerly Trade Commissioner in India, will visit the following cities and towns:—

Pembroke .. ..Oct. 16	Kingston.. .. ..Oct. 24
Renfrew .. ..Oct. 17	Belleville and Napanee ..Oct. 25
Perth.. .. ..Oct. 21	Port Hope .. ..Oct. 28
Brockville .. ..Oct. 22	Oshawa .. ..Oct. 29
Gananoque .. ..Oct. 23	Hamilton .. ..Oct. 30, 31, Nov. 1

Mr. McColl

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, will visit the following cities and towns:—

Montreal.. .. ..Oct. 6 to 19	Peterborough .. ..Oct. 23
Brockville .. ..Oct. 21	Lindsay .. ..Oct. 24
Kingston.. .. ..Oct. 22	Oshawa .. ..Oct. 25

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Toronto, to communicate with Mr. Alex. Marshall, Canadian Manufacturers Association, in that of Vancouver, with Mr. Hugh Dalton, Secretary, Canadian Manufacturers Association, and in that of other cities included in the above itineraries, with the Secretary of the Board of Trade or Chamber of Commerce.

WEST OF ENGLAND MALT AND MALTING BARLEY TRADE

Douglas S. Cole, Canadian Trade Commissioner

Bristol, September 4, 1929.—The general position of Canada's barley trade in the West of England was outlined in a report which appeared in *Commercial Intelligence Journal* No. 1327 (July 6, 1929). The following report will deal exclusively with the West of England and South Wales position in regard to the brewing trade and their sources of supply for malt and malting barley.

PRODUCTION AND DEMAND

West of England brewers import no malt for brewing purposes. This is due to two reasons. In the first place, prior to 1913 the United Kingdom was producing 6,500,000 to 7,500,000 quarters of barley, and at that period the brewing capacity of the country absorbed from 5,000,000 to 5,500,000 quarters. The total consumption in 1928 was from 3,500,000 to 4,000,000 quarters. In other

words, the consumption of beer in 1928 was 40 per cent less than in 1914. As a logical conclusion, if the English malsters have the same capacity to-day as in 1914 there is now an over-capacity of approximately 40 per cent for the needs of the country. The truth of the matter is that the productive capacity has increased since that date, so that the position is worse even than is here presented. Exports of malt from the United Kingdom amount to not more than 50,000 to 100,000 quarters at any time, so that this source of consumption for surplus production must be eliminated.

TRANSPORTATION

The second reason why malt is not imported into England is the difficulty of transportation. The head brewer of one of the largest brewery combines in the West of England states that it is not feasible to import malt any distance, as they have found it necessary, even for odd shipments from their Scottish premises, which is only two days' journey, to pack in double sacks. Even this is not resorted to except in extreme cases, as there is always the danger of the malt becoming slack. On the other hand, he stated that some years ago when he was in Australia they used to import from Great Britain considerable quanties of malt in sealed tanks of 400 gallons capacity. The cost of such shipments would have been prohibitive had there not been an excellent sale for the tanks in that country.

QUALITY OF MALTING BARLEY REQUIRED

As mentioned in the previous report, Canadian barley is used exclusively for feed purposes and a small percentage for distilling purposes. So far as can be discovered, none is used for brewing. In the opinion of Canadian experts who have investigated this situation within the past year, and likewise in the opinion of the leading brewers who have been interviewed, Canadian barley has not yet been developed to a position where it is suitable for malting and brewing purposes in this country. In 1914 the United Kingdom imported the major portion of the barley used for grinding from Russian (Black Sea) sources. Since the Russian debacle Canada has attempted to supply a considerable amount of this deficiency.

To use the words of one of the greatest malting experts in this country, the barley best suited for malting purposes is that which is said to " work hard for its life ".

Another way of expressing this would be to say that English barley which is planted in February or at the very earliest date possible in this country, and which has a difficult time of growth, is most suitable for the trade. This expert is inclined to believe that it is rather difficult to get barley into the ground early enough in Canada in order to produce a quality similar to the English " Chevalier ". He has examined dozens of samples of Canadian barley, and of these he described as the most suitable the " Trebi ".

This variety, which incidentally is coming to be grown quite extensively in Western Canada, belongs to the same group as the so-called Bay-brewing barley commonly grown in California. It is rather a coarse barley and one which in itself would not appeal to the Old Country brewer, but has been found to be very useful as a blend with his finer brewing types. It is used chiefly in giving drainage in the mash tun and in aiding in the quick clarification of the beer.

The above authority is therefore of the opinion that it might be possible to develop a trade with this particular type of barley, and therefore obtain some of the trade now going to California. Canadian growers would be sure of an increased price of from 2s. to 7s. (48 cents to $1.70) per quarter above the average price which they are now receiving for grinding barley.

INCREASED PRICE OF BEER

There is an excise duty of £5 ($24.33) on every barrel of beer made in this country. In 1914 a pint of first-class beer could be obtained for 4 cents retail; the same beer to-day costs 16 to 18 cents. For this reason the brew of to-day is considerably lighter in gravity in order to keep the cost down as far as possible. This is one explanation of the depression in sales. A further explanation of the decreased consumption of beer is the decreased purchasing power of the country. The above reasons will explain why the price of brewing barley was as low as 35s. ($8.51) per 448 pounds in 1928.

MALT PRICES

The price of malt in the United Kingdom has steadily declined during the past five years. The following are the average prices paid by one West of England brewery per quarter of 336 pounds (brewers' quarter). This quarter corresponds to an 8-bushel sack: 1924, 95s. ($23.11, exchange at par); 1925, 76s. ($18.49); 1926, 74s. ($18); 1927, 76s. ($18.49); 1928, 69s. ($16.79).

The prospects of exporting Canadian malt to the West of England are not bright. If Canadian barley is to be suitable for the brewing industry, considerable spade work amongst farmers in Western Canada, where increased quantities are being grown, will be required. Canada has established a world-wide reputation for wheat and the same might be done for barley. It will be interesting to note what progress is made within the next three or four years in this direction.

MARKET FOR ELM HOOPS IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, September 24, 1929.—Liverpool has established itself as one of the main cooperage centres of the United Kingdom, and provides a fairly regular outlet for slack barrel hoops.

The largest share of the business is in the hands of producers in France and Holland, but there is also a considerable importation of elm hoops from the United States.

The hoop imported from the Continent is mainly turned out from willow and chestnut branches and is an entirely different product to the American hoop. The typical Continental type is a split hoop manufactured from small branches an averaging around $\frac{3}{4}$ inch in width. These hoops are considerably cheaper than American, and are therefore in much wider demand. On the other hand, the American "flat hoop," as it is called on this market, is about twice the width of the Continental, and there is a corresponding economy in the number of hoops required to a barrel. Accordingly there is a market for American hoops when they are cheap enough in relation to the saving in the quantity used; and certain customers presumably demand this particular type of hoop for their special requirements. Apart from the question of price, an additional handicap that United States exporters have to overcome is the problem of deliveries at fairly short notice in small quantities.

Continental hoops can be shipped in a relatively short time as compared with American, and the cost of transportation makes it difficult for United States firms to undertake shipment on smaller orders than from 50,000 to 70,000 hoops at a time. In spite of these conditions, however, United States elm hoops compete for a share of the trade.

One firm of importers have pointed out that many years ago they used to buy elm hoops from Canada, and while they had not had any offers for some time past, they would be pleased to consider Canadian quotations. Elm hoops are in demand in lengths as follows: 5, 5½, 6, and 6½ feet. Recent quotations on United States hoops have averaged around $12 per 1,000 hoops c.i.f. United Kingdom port for 5-feet lengths; 5½ feet, $16; 6 feet, $18.

Only hoops made of straight-grained live wood free of knots and defects are acceptable for this market. Packing is most important. United States hoops are well put up. The most acceptable method is in bundles of 100, coiled in tens with the outside hoop of each ten nailed through to keep the coil in line. The bundles are securely wire-tied.

Any interested Canadian manufacturers in a position to meet the competition outlined above are invited to communicate with the Canadian Trade Commissioner at Liverpool.

TRADE OF THE PORT OF BRISTOL, 1928-29

Douglas S. Cole, Canadian Trade Commissioner

Bristol, September 20, 1929.—The advance report of the Port of Bristol Authority, which has control over docks at Bristol City, Avonmouth, and Portishead, for the fiscal year ended March 31, 1929, was issued to-day.

The depression in trade continued throughout the country during the year, and under the circumstances the Port Authority are satisfied with the progress made notwithstanding the difficult conditions which have prevailed both in the import and export trades.

TONNAGE

The tonnage of vessels resorting to the port has been steadily maintained. The total net register tonnage of vessels entered from foreign ports was 2,144,522, as compared with 2,119,592 in 1928, and was only slightly below the figures for the year 1925, which was a record year. The volume of cargo discharged in relation to the register tonnage was 97·4 per cent, compared with 101·1 per cent in the financial year 1928.

The tonnage of vessels arriving coastwise was 1,116,616, a decrease of 39,862 compared with 1928. There was a decline in the coal and iron traffic from South Wales. There was also a reduction in the number of vessels entering coastwise to load cargo for foreign ports. The regular coastal services for general cargo, both inward and outward, have, however, been well maintained.

The following is the total net register tonnage of vessels entering from foreign ports and coastwise at intervals of ten years from 1889:—

Year ending April 30	Foreign	Coastwise	Total
1889	642,138	684,550	1,326,688
1899	844,860	774,537	1,619,397
1909	1,274,808	782,468	2,057,276
1919	982,193	542,441	1,524,634
1929	2,144,522	1,116,616	3,261,138

The figures for 1919 cannot be taken as a fair comparison owing to many difficulties which existed during that year in the port.

DETAILS OF IMPORT TRADE

This port is primarily a distributive one for food and general cargo, exports representing a small percentage of the total. The average tonnage of imports during the financial years 1925, 1926, and 1928 was 2,090,000 distributed as

follows: grain, 880,000 tons; oilseeds, 63,000; wood goods, 139,000; petroleum products, 348,000; and other goods, 660,000 tons. In financial year 1929 imports totalled 2,089,468 tons, distributed as follows: grain, 837,414 tons; oilseeds, 68,113; wood goods, 106,345; petroleum products, 404,398; other goods, 673,198 tons.

GRAIN IMPORT TRADE

The import trade in grain plays a very important part in the trade of Bristol, representing in the financial year under review 40 per cent of the total. The following figures of imports indicate the steady growth in this trade, in which Canada has played the leading part since 1880: 1880, 288,529 tons; 1890, 489,456; 1900, 654,345; 1910, 680,573; 1920, 605,684; 1927, 789,314; 1928, 886,621; 1929, 837,414 tons.

PERCENTAGE OF UNITED KINGDOM TRADE

The percentage of imports into the United Kingdom of the various classes of grain received at this port during the last three financial years was as follows:—

	Financial Year 1927 Per Cent	Financial Year 1928 Per Cent	Financial Year 1929 Per Cent
Barley	28.4	22.4	26.8
Maize	11.5	11.3	11.2
Oats	5.9	7.6	7.2
Wheat	8.5	8.1	8.6
Total grain	10.5	10.1	10.5
Oilseeds	5.1	5.3	5.5
Total grain and seeds	9.9	9.5	9.8

Bristol handles more barley than any other port in the United Kingdom. Over 10 per cent of the grain trade of the country is handled at Bristol.

IMPORTS OF FLOUR AND MEAL

Imports of flour and meal have shown heavy fluctuations. The entire flour trade of the United Kingdom is going through a period of adjustment and reorganization, as was indicated in a recent report from this office on the rationalization of that industry (see *Commercial Intelligence Journal* No. 1338, September 21). The following are the figures of imports for certain selected years: 1900, 66,162 tons; 1910, 26,115; 1920, 102,077; 1927, 52,680; 1928, 81,306; 1929, 59,889 tons.

TOBACCO

Canada is playing an increasingly important part in the tobacco trade of the United Kingdom, but most of the distribution to Bristol is coastwise. Bristol is the headquarters of the Imperial Tobacco Company of Great Britain and Ireland Limited and its great subsidiaries. In 1900 imports totalled 1,114 tons and in financial year 1929, 24,607 tons.

BACON, BUTTER, AND CHEESE

The decrease in this trade, which has been noted since 1910, is largely traceable to the fact that imports of Canadian and American supplies have very largely dropped off. Canada, however, still plays the leading part in the importation of cheese into this territory.

	Bacon and Hams Tons	Butter Tons	Cheese Tons
1910	6,825	940	18,313
1920	19,962	2,944	9,203
1927	3,560	2,281	8,912
1928	2,348	2,505	9,362
1929	1,074	1,686	9,791

OTHER COMMODITIES

The banana trade of the port is very large. Petroleum products in great volume are handled at Avonmouth. During the past year the British Petroleum Company and the Russian Oil Products Company have taken further land at Avonmouth for the extension of oil installations:—

	Petroleum Products Tons	Oil Seeds Tons	Paper Tons	Wood Pulp Tons	Bananas Bunches
1900	54,535	45,582	5,631	1,503	.....
1910	95,209	108,157	21,158	3,101	1,623,092
1920	255,103	48,146	28,177	9,244	1,694,267
1927	418,532	46,677	43,378	19,788	5,482,150
1928	376,025	57,323	44,921	30,286	6,002,123
1929	404,398	68,113	47,844	34,089	6,491,581

EXPORTS

Exports from Bristol represent from 13 to 14 per cent of the total trade of the port and stood at 542,324 tons in the year under review. Until the volume of outward business expands there is little hope of greatly increasing the imports.

DEMAND FOR BROOM HANDLES AND SQUARES IN THE IRISH MARKET

John H. English, Canadian Trade Commissioner

Dublin, September 16, 1929.—Partly as the result of a tariff of 33⅓ per cent on brooms and brushes imported into the Irish Free State, a fairly substantial business has been built up recently in the manufacture of these goods within the State. The largest factories are located in Dublin and area, and these turn out a very complete range of articles from heavy street brushes to whisks and even tooth brushes.

IMPORTS

The scarcity of supplies of suitable native timber in this country for the manufacture of brush and broom handles has resulted in the importation of broom handle squares, but, owing to the fact that handles themselves are dutiable under the classification of "furniture" in the tariff, the importation of prepared handles has been somewhat restricted. Squares suitable for turning are, however, freely imported. Although actual import statistics covering this commodity are not available, it is reported that supplies at the present time are being drawn chiefly from the Scandinavian and Baltic countries, principally Sweden and Finland. Direct steamship services between these countries and Dublin handle most of this trade, although certain quantities are said to be distributed from Liverpool warehouses into this territory.

QUALITY

As the result of investigations made, it would appear that there is a market here for Canadian broom handles and broom handle squares, providing Canadian firms are able to lay down their products at competitive c.i.f. prices. As

quality is important, the greatest attention should be given to seeing that only first-grade, clean well-seasoned supplies are shipped, cut accurately to size, particularly in the case of squares. Difficulties have been experienced of late with present supplies from the Baltic, particularly with regard to knotty wood and defective cutting. The result is that manufacturers of brushes in this country are anxious to locate reliable Canadian sources of supply: generally speaking, Canadian-made squares are considered to be superior as regards seasoning and clearness, for which dealers are understood to be prepared to pay slightly higher prices. The reputation, however, is one which must be lived up to.

SPECIFICATIONS

Handles.—The requirements are for good clear pine, spruce, or other similar light softwood handles. These must be free from knots and other major defects and have a smooth finish. Hardwood is used by some firms, especially for "twigs," but the greatest demand is for light-weight softwood handles. Polished or coloured handles are not in demand.

The sizes required are 39 inches, 48 inches, and 50 inches in length by 1 inch and $1\frac{1}{8}$ inch in diameter. For mop handles the diameters used are $1\frac{1}{4}$ to $1\frac{3}{8}$ inch, the handle being ringed and bored.

Keen competition is offered in this trade. Prices quoted recently c.i.f. Dublin for the 48 by 1 sizes were 16s. ($3.88) to 18s. ($4.36), while the 48 by $1\frac{1}{8}$ were 18s. 6d. ($4.48) to 21s. ($5.09).

Squares.—Inquiries have been received recently from a large factory in Dublin for birch, hemlock, and maple squares, suitable for turning broom handles 1 inch and $1\frac{1}{16}$ inch by 50 inches and 1 inch by 39 inches. The size of the blanks therefore would have to be sufficiently large to permit the turning of a full-sized handle of these dimensions. In this case, as in the case of the handles, the wood must be of good quality, clean, free from knots and well seasoned—preferably kiln-dried. Large quantities are required if prices are competitive. Firms are invited to quote for shipments c.i.f. Dublin, and if possible in sterling.

Owing to the fact that squares or blanks which would be described as cut timber would enter the Free State free of duty, the demand is greater than for ready-made handles, and there would appear to be a better opportunity of Canadian firms competing.

PACKING

Broom handles and squares are usually received from North European countries bundled in half-gross lots, tied together with cord or strapped by means of 2-inch slats. Goods packed in this way seem to arrive in good order.

AUSTRALIAN BUDGET, 1929

C. Hartlett, Office of the Trade Commissioner

Melbourne, September 5, 1929.—In the recently delivered Australian Budget Speech it was disclosed that the fiscal year 1928-29, which closed on June 30 last, resulted in a deficit of £2,358,975, instead of an estimated surplus of £12,966. The actual revenue was £61,419,770 and expenditure £63,778,745. This adverse result of the year's operations is attributed to a decrease in the returns from customs and excise, which were £2,241,429 below the estimate. Some of the principal features of the budget of general interest are:—

PUBLIC DEBTS

The public debt redemption scheme now working under Commonwealth control resulted during the year in £6,230,000 being paid towards the redemp-

tion of the Commonwealth debt and £4,661,000 towards the redemption of State debts. The gross public debt of the Commonwealth at the end of the year was stated to be £377,621,573, of which £217,835,282 is owing in Australia, £142,630,573 in London, and £17,155,718 in New York. With the debt of the six States, which at June 30 was £722,018,812, the aggregate public debt of Australia stood at £1,099,640,385, or an average of £173 10s. 8d. per head of the population. These figures, the Treasurer stated, are not comparable with those of Great Britain, Canada, the United States, and other countries, because in Australia many public utilities such as railways, tramways, telephones, electricity and water supply are provided by the Governments, whereas in the countries mentioned they have been left largely to private enterprise.

PENSION PAYMENTS

The chief increase in expenditure was £145,774 in war pensions. Invalid and old-age pensions reached £10,124,239, or £124,239 above the amount estimated. War and repatriation services, payments to States, invalid and old-age pensions and other statutory payments during the year absorbed £54,676,961, which was £13,618,390 in excess of the customs and excise revenue and represented 85 per cent of the total expenditure.

INCREASED TAXATION

The accumulated deficit of the last two years is now £4,987,718, to gradually liquidate which increased taxation has been decided upon in the form of a supertax of 10 per cent on incomes over £2,000; a tax of 5 per cent on gross admittance charges to entertainments in addition to the existing tax on charges of 2s. 6d. and over; and increased import and excise duties on certain articles in the luxury class.

IMPORT DUTIES

The proposed higher import duties, which have yet to be ratified by Parliament, went into operation on August 23. They affect ale, wine, spirits, and other alcoholic beverages; tobacco and manufactures thereof; silk and artificial silk piece goods; precious stones (unset); moving picture films; petrol; and both unassembled and assembled motor chassis of other than British origin, but not including rubber tires, storage batteries, shock absorbers, bumper bars, or sparking plugs. Of these articles, practically only artificial silk piece goods and motor chassis are at present imported to any extent from Canada. A comparison of the new rates with the old rates (the latter being shown in brackets) on these products is given below:—

	British Preferential	Intermediate	General Tariff
Artificial silk piece goods	25% (20%)	30% (20%)	35% (25%)
Chassis, unassembled	Free (Free)	22½% (12½%)	27½% (17½%)
Chassis, assembled	5% (5%)	30% (20%)	35% (25%)

Artificial silk of Canadian origin is dutiable under the general rates, but both unassembled and assembled chassis are admitted under the Canadian-Australian tariff agreement from Canada at the intermediate rates and thus retain their former 5 per cent preference over chassis from the United States and the Continent. The rates on the British chassis remain unaltered, but it is estimated by traders that fully 80 per cent of the cars imported into Australia will be affected by the increases, and that the additional cost to the user will

vary from £12 to £80 a vehicle. Full details of the new duties on all the items affected may be obtained upon application to the Department of Trade and Commerce, Ottawa.

BRITISH PREFERENCES TO THE DOMINIONS

It was stated by the Commonwealth Treasurer that the value of the tariff preference granted by Australia to British manufactures in the fiscal year 1927-28 was £7,000,000, whereas the value of the preference granted by Great Britain to Australian products in the same year was £1,400,000. The possibility of the British Government abolishing preference to the Dominions was considered to be a matter of most serious concern to Australia, and in view of the importance of the issues involved and of the advantages to be gained by fostering inter-Empire trade, the hope was expressed that action would be deferred until the subject could be fully discussed by the British and Dominion authorities in conference.

ESTIMATES FOR 1929-30

The revenue to be received during the current fiscal year (1929-30) is estimated at £64,198,000, consisting of customs and excise, £43,750,000, direct taxation £15,700,000, and miscellaneous £4,748,000. After providing for an expenditure of £63,837,102, a surplus of £360,898 is expected to be available towards the accumulated deficit.

TRADE OF THE GOLD COAST, 1928

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, September 21, 1929.—The report on the trade of the Gold Coast for 1928, recently published, shows that the value of imports for the year amounted to £12,200,045, being £1,570,497 or 11·4 per cent less than in 1927. Among the articles to show a decrease are motor cars, cotton piece goods, woollen manufactures, silk goods other than artificial silk, buckets, pails and basins, lumber, corrugated iron sheets, empty bags, coal, gin, beer and stout, still wines, and earthenware. Among commodities to show increases are automobile tires, electrical, marine and mining machinery, cement, musical instruments, cigarettes, perfumery, whisky, illuminating and lubricating oil, and gasolene. The total value of exports for the year ended December 31, 1928, amounted to £13,824,875, being £525,480 or 3·66 per cent less than the previous year. The principal commodity produced for export is raw cocoa. During 1928 the value of cocoa shipped out of the country amounted to 225,077 tons valued at £11,229,512. Compared with 1927 there was an increase in quantity of 15,167 tons but a decrease in value of £498,054. The principal other exports to show decreases in value were manganese, gold, rubber, palm kernels, palm oil, and kola nuts. The value of exports of diamonds, hides and skins, and mahogany wood showed an increase in 1928 over the previous year.

The table below shows the trend of the aggregate external seaborne trade of the colony for the last pre-war year (1913) and 1928 respectively:—

Countries	Import Per Cent		Export Per Cent		Aggregate Trade Per Cent	
	1913	1928	1913	1928	1913	1928
United Kingdom	69.99	53.64	64.77	30.13	67.26	41.22
British West Africa	5.54	2.04	7.42	1.58	6.58	1.8
Other parts of British Empire	0.21	2.13	....	1.35	0.1	1.72
Total British Empire	75.74	57.81	72.19	33.06	73.89	44.74

Countries	Import Per Cent		Export Per Cent		Aggregate Trade Per Cent	
	1913	1928	1913	1928	1913	1928
United States	5.09	13.06	1.86	20.83	3.4	17.17
France	0.94	3.54	8.39	4.77	4.84	4.19
Holland	3.82	7.68	....	15.95	1.82	12.05
Germany	7.85	9.66	16.57	20.55	12.41	15.41
Other foreign countries	6.56	8.25	0.99	4.84	3.64	6.44
Total foreign countries	24.26	42.19	27.81	66.94	26.11	55.26
Grand total	100	100	100	100	100	100

The import trade with all parts of the British Empire represented 57·81 per cent of the total import trade, and is less by 5·75 than in 1927. The share of the United Kingdom was 53·64 per cent, which is 4·26 per cent less than the previous year. Other parts of the British Empire, including Canada, obtained 2·13 per cent of the total import trade. The United States, Germany, Holland, and France increased their share of imports into the colony. The percentage share of the import and export trade taken by the chief countries trading with the Gold Coast Colony during the past five years has been as follows:—

Year	United Kingdom		United States		Germany		Holland		France	
	Imps.	Exp.	Imps.	Exp.	Imps.	Exp.	Impts.	Expt.	Impts.	Expt.
1924	65.27	29.47	10.87	18.75	6.9	14.84	7.17	22.97	2.09	6.13
1925	65.28	31.33	11.02	22.01	6.58	16.95	8.48	13.1	2.15	8.12
1926	55.85	29.84	11.24	24.72	6.81	18.34	7.08	13.21	2.68	5.46
1927	57.9	30.59	11.9	24.59	8.05	17.93	6.48	15.77	3.5	4.02
1928	53.64	30.13	13.06	20.83	9.66	20.55	7.68	15.95	3.54	4.77

The above table indicates that Germany's share of the colony's import and export trade is steadily increasing. The United Kingdom has practically maintained her share of the export trade from the Gold Coast, but her percentage of the import trade of that territory during the past five years has shown a decrease.

The principal articles imported from the United States were: beef and pork, flour, kerosene oil, lamps and lanterns, automobiles, tires, gasolene, refined sugar, and unmanufactured tobacco.

German exports to the Gold Coast chiefly consisted of agricultural tools, aerated waters, beer, beef and pork, cement, cotton goods, cutlery, enamelware, earthenware, brassware, buckets and basins, lamps and lanterns, perfumery, silk goods, and refined sugar.

According to the statistical report of the Comptroller of Customs for the Gold Coast Colony, total imports from Canada amounted to £95,511 during the year ended December 31, 1928. Of this amount £29,689 consisted of canned fish. Flour imports from Canada are valued at £873. Sawn lumber to the value of £2,681 was imported from the Dominion. The largest item shown is automobiles, imports to the value of £59,261 being credited to Canada during 1928.

While the Comptroller of Customs points out in his report that imports are classified as far as possible according to country of origin, it will be appreciated that discrepancies are bound to occur when goods pass through another country en route to their destination. In this connection it should be pointed out that flour exports in recent years have been considerably in excess of the value recorded in the statistics of the Gold Coast. The Dominion Bureau of Statistics shows exports of flour from Canada to the Gold Coast to the value of $58,098 for the twelve months ending March 31, 1928, the largest portion having been shipped via United States ports. During the three previous years ending March 31 exports of flour from the Dominion to this colony, according to Canadian statistics were: 1927, $144,382; 1926, $43,858; 1925, $62,190.

The United States is credited with by far the largest shipments of flour to the colony. Imports from that source during 1928, according to Gold Coast statistics, were valued at £282,527 out of a total import of £293,307.

The United States enjoyed the largest share of the trade in automobiles during 1928, with exports valued at £316,615. Canada and the United Kingdom practically tied for second place. Last year there were 2,579 cars and trucks imported as compared with 2,914 in the previous year. Of the total imports during 1928, the United States is credited with 1,704 motor cars and trucks. Canada's share is given as 448, as compared with 282 cars and trucks from the United Kingdom.

PATENTS AND TRADE MARKS IN SOUTH AFRICA

C. S. Bissett, Canadian Trade Commissioner

Previous to Act No. 9 of 1916, all laws concerning patents, designs, trade marks and copyright were administered according to the provincial laws of the four provinces of the Union. The above consolidating act is similar to the law of Great Britain, but there are certain differences which must be noted. A Union registration covers the four provinces of Cape Colony, Natal, Orange Free State, and Transvaal. Zululand is included in Natal. Bechuanaland, Basutoland, Swaziland, and the Mandated Territory of Southwest Africa are not included in the Union for this purpose, but have their own laws.

The law provides for the following types of patent protection:—

(*a*) *Provisional.*—Temporary protection is granted for nine months on filing a provisional specification, but a complete specification must be filed before the end of the period (or within the following month on payment of a fine).

(*b*) *Complete.*—Complete protection is obtained either by completing the provisional application or applying for it in the first instance.

(*c*) *Convention.*—The important point under this heading is that the Union is not signatory to the International Convention. However, certain privileges are granted by the Union to reciprocating countries, notably Great Britain, Canada, Australia, New Zealand, India, and the United States. Applications under this heading receive the date of filing in the Union and are not antedated to the date of the basic foreign patent.

(*d*) *Patents of Addition.*—These are in all respects like ordinary applications.

(*e*) *Cognate.*—The protection is exactly similar to that obtainable in England.

The inventor, or his assignee, or their legal representatives, can apply either alone or jointly. Ordinary applications, whether provisional or complete in the first instance, must be filed before the invention is known, or used, or published in print, or patented anywhere in the world, except in the case of the above-named reciprocating countries, when under certain conditions they may be filed within one year of the date of filing of similar applications. Patents of addition can be applied for at any time during the life of the basic patent.

The duration of a patent is fourteen years, subject to the payment of taxes, and extensions for seven or fourteen years under certain conditions are obtainable. All patents date from the date of application, except (1) patents of addition, which date from the date of the basic patent, and (2) cognate patents, which date from the date of the earliest of the provisional applications.

Taxes are payable as follows: before the end of the third year, £4; seventh year, £6; tenth year, £10. Taxes are not payable on patents of addition. There is no provision for working the patent, but nominal working is advisable as provision is made for compulsory licences if the reasonable requirements of

the public are not met. No provision is made for marking, but it is advisable to mark " Union Patent No. ," giving the number and year of the Union patent.

TRADE MARKS

In the case of trade marks, anyone may apply for registration. The full Christian names, occupation, address and trading style of the applicant, or if a partnership, of the partners, must be given. If the applicant is any form of limited liability company, details of its status and country of incorporation must be given. The first person using the mark in the Union, or his assignee, is entitled to registration. The duration of the mark is fourteen years, renewable for like periods within the third month preceding expiry, or later, up to the date of expiry, on payment of a fine, or up to one month after expiry on payment of a fine and the filing of an affidavit of the said user. Lapsed marks can be restored at the discretion of the registrar.

Where a change of name of the registered proprietor, without a change in the status or constitution, in the case of a company, has taken place, such change of name can be registered on lodging suitable proof of such change, together with a form of request. In the case of a company, a certificate from the Registrar of Companies, or an official extract from a commercial register, will be sufficient. If any change in the personnel of a partnership takes place, such as the admission of a new partner, or the death or withdrawal of an old partner, such change is, according to Union law, a change of status and an assignment must be registered.

There is no provision for marking, but it is advisable to mark all trade marked goods. Conversely, it is a criminal offence to use the words " Registered trade mark " if the mark is not registered in the Union.

(Information on the above subjects from Messrs. Adams & Adams, Pretoria, is gratefully acknowledged.)

FOREIGN TRADE OF NIGERIA IN 1928

The total value of the trade of Nigeria (including bullion and specie) during 1928 was £33,507,989, imports representing £16,336,482 and exports £17,171,507. The comparative figures for 1927 were: Total trade, £31,653,000, imports and exports £15,341,000 and £16,312,000 respectively. The total trade figures for the year under review therefore show an increase over the preceding year of £1,502,395. The value of the transit trade (goods passing through the inland waters of Nigeria to and from French territory) was £107,587, as compared with £19,693 in 1927, an increase of £87,894, states the Annual Report on Nigeria for 1928. Commercial imports (excluding specie) were valued at £13,728,184, an addition of nearly 12 per cent compared with the previous year, while commercial exports of £17,034,880 showed an increase of nearly 9 per cent. Imports of specie accounted for £906,261 (£1,226,644) and exports £131,568, a decrease of approximately 80 per cent.

The main items of import are: Cigarettes, unmanufactured tobacco, gin, cotton, piece goods, motor spirit, kerosene, salt, and kola nuts. The cigarette trade has now reached a very high point, and no doubt will expand. The quantity imported last year was over 6,000,000 tins. Unmanufactured tobacco accounted for 5,000,000 pounds and motor spirit nearly 5,000,000 gallons.

Palm kernels, palm oil, cocoa, tin, groundnuts, and cotton lint are the principal articles of export, in the order named.

The United Kingdom's share of the total trade was 56·2 per cent, the previous year's percentage being 53·5. The United States, 10·2 per cent, an advance of 2 per cent, and Germany rose 1·1 per cent to 16·6 per cent.

ITALIAN PAPER INDUSTRY*

A. B. Muddiman, Canadian Trade Commissioner

II—Market Notes

ACCOUNT BOOK PAPER

Paper for account books is chiefly manufactured in sheets. The usual sizes are 64 by 88, 70 by 100, and 54 by 76 cm.; weights range from 76 to 150 grams per square metre. Reams are of 500 sheets. The wholesale price is 340 lire per 100 kg.

BAGS

There are thirteen bag factories in Italy; two important ones are in Milan. As a rule there are three kinds of bags: collapsible, double-crossed bottom, and satchel. The quality of the paper varies according to the use of the bag. The collapsible bags are used for haberdashery, while the same kind, but with double-crossed bottoms, are used for groceries and alimentary articles. The price for these varies from 30 to 70 lire per 1,000 bags. The satchel bag is used for office articles such as catalogues and samples, and may cost from 50 to 120 lire per 1,000. Another type of bag is used for the preservation of clothes and fur coats. It is a Swedish patent, but it is also made in Italy, France, and Germany. The size is 180 by 75 cm., and its cost 3.50 lire each.

For the manufacture of all the above-mentioned bags glued paper is used; this is composed of pure cellulose.

BILLPOSTING PAPER

This paper is manufactured only in sheets of the following sizes (in cm.): 70 by 100, 75 by 100 (most common), 64 by 88. The weights are (in grams per square metre): 30, 40, 60, 70, 70/100. If the paper weighs over 60 grams per square metre, it is used for special lithographic work.

This paper is manufactured in all colours. There is a difference of 20 lire per 100 kg. in the price between coloured and white. The wholesale price is on the basis of 240 lire per 100 kg. for white paper and 260 lire for 100 kg. for coloured paper. Home production is sufficient for the country's requirements.

BLOTTING PAPER

This is made in Italy in great quantities and it can compete with all foreign countries. The price varies from 2 to 7 lire per kg.

Between the plain white and the coloured there is a difference in price of 25 lire per 100 kg., the coloured being the dearer. The sizes most in use are 44 by 53 and 50 by 65 cm.; weights are from 100 to 300 grams per square metre. The import duty on blotting paper is 18.75 gold lire per quintal under the general tariff and 12.50 gold lire under the conventional tariff.

CALENDERED OR CELLULOSE PAPER

This paper is calendered only on one side and costs from 1.80 to 2.90 lire per kg. It is used for packing. On this paper, both natural and coloured, there is a duty of 12.50 lire gold per 100 kg., but if it is natural chamois colour the duty is 7.50 lire gold per 100 kg. This paper is packed in reams of 500 sheets of 100 by 150 cm. It is also manufactured in rolls of the width of 100 cm. These have a weight of from 20 to 200 grams per square metre, the latter being used for making paper bags.

* The first part of this report was published in No. 1337 (Sept. 14, 1929), and covered manufacture in Italy, imports and exports, and types and sizes in use.

There may be some market in Italy, if prices are competitive, for natural cellulose, whitewashed cellulose, and half-whitewashed cellulose, these being derived from the fir, pine, and larch trees. The duty on packing paper, when it is neither white nor coloured, weighing less than 300 grams per square metre, of yellow, natural straw and also smoothed, is 4.50 lire gold per quintal; on mechanical wood paste, steam dried, of natural brown colour, also smoothed on both sides: (*a*) of less than 40 grams, 12 gold lire per quintal; (*b*) more than 40 grams but less than 300 grams, 7.50 gold lire; (*c*) other, coarse, 9.60 gold lire.

CARBON PAPER

There is little chance for Canadian carbon paper, as prices are not competitive. "Columbia" carbon paper is sold here in blue, black, and coloured in sizes of 22 by 33 cm. The price for the light type is 27 lire per box of 100 sheets, and for the heavy 23 lire. "Pelikan" carbon paper, which is of German make, is also sold in blue, black, and violet, sizes 21 by 33 cm. The price for standard type is 25 lire per box of 100 sheets, and for the copying type 32 lire.

CARDBOARDS (LIGHT)

"Bristol" and "Opaline" are manufactured in sheets as follows: sizes 55 by 72, 50 by 65, and 50 by 67 cm.; weights, 120, 140, and 150 grs. per square metre. Packing is in reams of 500 sheets and may be of the following weights: sheets of 120 grams are put up in reams of 25 kg.; of 140 grams, in reams of 30 kg.; and of 150 grams, in reams of 40 kg. The price ranges from 5 to 6 lire per kg.

Paper of the weight of 150 to 270 grams is in sizes of 58 by 74 cm. This size is used for making postcards 14 by 9 cm. Also in the following sizes (in cm.): 50 by 67, for visiting cards (Bristol); 49 by 69, binding notes; 70 by 100 (this is heavy and more limited in sale). The price varies from 4.50 lire to 5.50 lire per kg. These are put up in reams of 500 sheets, and are only manufactured in sheets. Generally, packing is in bales of 100 kg. in wooden frames as well as in entire boards. Should the cardboard cost less then 3 lire per kg., it is packed in wooden frames, while if it costs more, it is packed in boards.

Visiting cards are often made of an inferior grade of cardboard, and are generally from a half to one inch wider and larger than the ordinary visiting and professional cards. The inscription is almost invariably printed; it is very uncommon to see a fine visiting card.

The Italian duty for light cardboards is 48 lire gold per 100 kilos.

CARTRIDGE PAPER

This paper costs about 3 lire per kg. With it tubes for looms are made: the latter cost from 1.90 to 3 lire per kg. It is sometimes imported from Germany. The import duty is 12.50 lire gold per 100 kg.

CIGARETTE PAPER

Cigarette paper is manufactured both in sheets and rolls. The size of the sheets is 56 by 74 cm. They are put up in reams of 480 sheets and packed in wooden frames, the weight of which is generally 100 kg. For export, packing is made with jute cloth. The weight both for sheets and rolls is 11, 12, 13, 14, 15, 16, 17, and 18 grams per square metre. The wholesale price for the sheets is from 32 lire per ream for finer paper (11 grams per square metre) to 20 lire per ream for the more common types (18 grams per square metre) for goods free Genoa.

The usual size of the rolls is 39 mm. wide by 1,560 metres long. The rolls are packed in strong wooden cases which hold about 100 rolls, and when the weight of the paper is 16 grams per square metre (which is the weight most in demand) the case weight is 100 kilos net. The wholesale price for rolls is from 10 to 20 lire, according to the weight of the paper. The size most in demand is 39 by 70 mm. Exports of Italian cigarette paper were valued in 1913 at 2,452,670 lire and in 1927 at 26,466,974 lire. In 1913 the principal markets were Austria-Hungary, Turkey, and Egypt; and in 1927, Turkey, Roumania, Egypt, China, Hungary, and Albania. Domestic manufacturers are thus not only able to supply the home market but also to export.

COATED PAPER ON ESPARTO

There is a very limited demand in Italy for coated paper on esparto, or for esparto cellulose: production and imports of both are on a very small scale. England produces esparto cellulose on a large scale, but it is not sold in Italy due to the high price, £35 sterling per 1,000 kg. This paper is packed in bales of 100 to 150 kg. A ream contains from 200 to 250 sheets. It is manufactured only in sheets.

CONFECTIONERY PAPER

This is both machine and hand made, the former weighing from 50 grams per square metre, and the latter from 70 grams. It is made in sheets as well as rolls, the size varying with the requirements of the customer. The market is self-sufficing.

CREPE PAPER (FOR CARNIVAL STREAMERS)

This paper is made in rolls 50 cm. wide by 250 cm. long. The price per roll varies according to the different workmanship from 0.50 lire to 2.50 lire. This is imported in fair quantities from Germany, the prices being: one colour, 0.80 lire to 0.90 lire; fancy colour (made with designs of flowers, etc.), 2 to 2.50 lire per roll.

EMERY PAPER AND CLOTH

Both emery paper and emery cloth are made in sheets and rolls, the sizes being: emery paper—sheets, 20 by 30 cm., 23½ by 31½ cm. (most in demand), 1 by 2 metres; rolls, 50 cm. and 1 metre wide and 20 or 25 metres long. Emery cloth—sheets, 35 by 40 cm., 20 by 30 cm., 1 by 2 metres; rolls, 50, 72 cm., or 1 metre wide, 20 or 25 metres long.

Both the cloth and paper are put up in reams of 100 sheets, each ream being composed of four packs of 25 sheets each. They are then packed in wooden cases, the weight of which is generally 100 kg. They are also packed in jute sacks of the same weight. The rolls are packed in jute sacks, the weight being as requested.

The wholesale price for emery paper is on the basis of 6 to 7 lire per 100 sheets, while the price for emery cloth is 35 to 60 lire per 100 sheets according to the quality of the cloth, and 7 to 10 lire per square metre for the rolls.

Italy is a fair consumer of this article and imports quantities.

FILTER PAPER

There is no demand in Italy at present for this paper, the price of which is 3 lire per kilo. It is manufactured by the same mills that make hand-made paper. There are different weights and sizes. If sent in round shape (discs), this paper is subject to an import duty of 22 lire gold per 100 kg., but if in sheets the duty is 12.50 gold lire per 100 kg.

FRUIT WRAPPING PAPER

There is a big demand in Italy for this paper. The thickness is of 18 grams per square metre, and the cost is from 2 to 2.90 lire per kg. It is generally packed in bales of 50 to 60 kg. It is also manufactured in rolls at the same price. The import duty is 12.50 gold lire per 100 kg.

GILT PAPER

Gilt paper is classified as (1) gilt bronzed paper; (2) bronze paper (that is, with bronze sheet laid over). Gilt bronzed paper is manufactured both in sheets and rolls. It is manufactured in Germany and in Italy in good quantities. The size of the sheet most in demand is 50 by 70 cm., but it is sometimes requested in sizes of 50 by 65 cm. The weight of both the sheet and the rolls is from 65 to 70 grams per square metre. The size of the rolls is from 65 to 70 cm. in width and 250 metres in length. The sheets are put up in reams of 500. The rolls are packed in wooden cases, which generally contain 8 or 9 rolls, and the weight of each case is about 100 kg. The wholesale price for both sheets and rolls is 0.60 lire per metre.

Bronze paper is manufactured only in sheets, the size being uniformly 44 by 55 cm. This quality of paper is made only in Germany. It weighs 15 kg. per 1,000 sheets, and is put up in reams of 500 sheets; it is then packed in wooden frames of the weight of 50 kg. The wholesale price is 0.70 lire per sheet.

The price is the same for both the German and Italian paper. This is due to the fact that while there is an import duty to be paid on the German product, the bronze powder must be imported from Germany in order to manufacture this paper in Italy. The duty on gilt paper is 52 gold lire per quintal under the general tariff and 40 gold lire under the conventional tariff.

GLAZED PAPER

This is used for illustrated papers and, due to excessive production in Italy, there is a crisis on the market. Other countries cannot compete with Italy in this kind of paper on account of the import duty of 28 gold lire per 100 kg.

GUMMED PAPER

This is manufactured at the same mills as the glazed paper. It is made in sheets of 50 by 70 cm., and costs from 50 to 100 lire per ream. It is used for labels in general.

HAND-MADE PAPER

The manufacture of this paper is very small owing to the high cost of rags. It is generally made on machines, but is called hand-made. It costs from 3 to 3.50 lire per kg. There is one important firm in Italy who manufacture and export this in large quantities all over the world. Sizes and weights vary according to use.

INSULATING PAPER FOR ELECTRICITY

Tissue paper for insulation is manufactured in sheets and reels. The size of the reel varies according to the machine which makes the paper. The size of the sheets is 100 by 150 cm., 75 by 100 and 50 by 75 cm. The weight for both sheets and reels is the same, namely: 16, 18, 20, 22 and 24 grams per square metre. The price of the Italian tissue paper for insulation is from 160 to 200 lire per 100 kg. It is made of jute.

A firm in Italy buys insulating paper from France, Japan, Switzerland and Germany, in sizes 70 by 100, 70 by 140, 80 by 120, 120 by 100 cm. The price for this paper when the width is from 1 to 5 cm. is about 300 lire per metric quintal.

LACE PAPER

Paper used for lace paper is manufactured in Italy in sheets of 70 by 100 cm., the weight being from 30 to 60 grams per square metre. From these sheets, which may be white, red, etc., is obtained the lace paper, which is manufactured in strips of the following sizes: 17 by 70, 25 by 70, 16 by 64 and 23 by 73 cm. The width is sometimes 15, 20 or 25 and the length 75 to 100 cm. The strips are put up in lots of 1,000. The price varies according to the workmanship of the paper, thus: size 17 by 70 cm. (20 to 80 lire), 25 by 70 cm. (40 to 120 lire), 16 by 64 (65 to 70 lire), 23 by 73 cm. (90 lire). All the above prices are for 1,000 strips. The price is the same for either white or coloured paper.

This paper is packed in wooden cases, the weight generally being 90/150 kg., according to the size of the strip. The width of the strip may be 15, 20 or 25 cm. and the length 75 or 100 cm. as requested. Italy imports this paper from Germany and Austria. The Italian product is a rather strong paper, while the German and Austrian papers are much thinner but more highly decorative.

LACE PAPER FOR PASTRY PURPOSES

This is manufactured in strips, the width being from 1 to 2, 3, or 4 cm. as requested and the length 50 to 60 cm. The same width is also made in reels, in lengths of 100 metres. The price for both strips and reels varies from 20 to 200 lire per 1,000 metres, according to width. This is packed in cardboard boxes, which generally contain 500 metres which is equal to 5 reels.

The duty on lace paper, which is principally imported from Germany, is 33·75 gold lire per 100 kg. Prices are the same for both the Italian and the German product.

LEMON PACKING PAPER

This is manufactured in sheets and rolls. The weight of the sheet may be from 17 to 22 grams per square metre. It is put up in reams of 400 to 500 sheets, and packed in wooden frames of 50 kg. each. The wholesale price is 300 lire per 100 kg. Coloured and printed with flowers, the price is higher.

MARBLE PAPER

Marble paper is generally manufactured in sheets of 50 by 70 and 50 by 75 cm. It is put up in reams of 500 sheets and packed in wooden frames, the weight of which is generally 100 kg. The wholesale price for this paper is 0·30 lire per sheet, equal to 150 lire per ream. The weight is 24 kg. per 1,000 sheets, equal to 70 grams per square metre. The import duty is 40 gold lire per 100 kg., but the demand is not great.

MUSIC PAPER

This is made only in sheets of 48 by 66 cm., this size being called "Reale," a name used for all other papers of this size. It is generally made from the same paper paste from which paper for account books is made, as the former is not too bright and looks like hand-made paper. It is manufactured without staves, the latter being printed after by the wholesale buyers. The staves printed on each quarter of a sheet may be 10, 12, 14, 16, 20 and 24 in number, but the music paper most in demand is that with 12 staves. Books for music are also manufactured, the sheets for these generally containing 8 to 10 staves. The weight is 40 grams per sheet, so that a ream of 500 sheets weighs about 20 kilos. A ream is composed of four packages of 125 sheets each. The wholesale price is 140 to 150 lire per ream. Demand is wholly supplied from domestic sources.

NEWSPRINT

White newsprint paper is manufactured only in rolls. The weight is from 45 to 48 grams per square metre and the price is from 1.50 to 4 lire per kg. Each roll may weigh from 500 to 700 kg. The width of the roll varies from 1.80 to 2 metres, according to the size needed for the newspaper. This type of paper is all manufactured in Italy. Until two years ago importations came from Germany, but since then, with an import duty of 5 gold lire per 100 kg., the buyers have preferred the national product. This paper is also manufactured in colours, but in that case there is a small increase in the price, due to the expense of colouring.

The usual sizes are as follows:—

For Newsprint	For Printing Papers, Books, etc.	
64 x 88	44 x 64	59 x 92
70 x 100	46 x 59	62 x 84
76 x 100	50 x 75	75 x 100
88 x 112	50 x 76	100 x 150
	55 x 77	

All Italian newspapers, including the leading papers *Il Sole* and *Corriere della Sera,* are small in size compared with Canadian newspapers, the *Corriere della Sera,* probably the leading paper in Italy, having as a rule five pages, i.e., two double and one single sheet. Of late years these papers, following transatlantic models, have been publishing coloured Sunday supplements, with crude illustrations, but not to any great extent. These are sold separately. Owing to the fact that the daily newspapers are small in size, the consumption of newsprint is not, having regard to population, large.

A quality for which there is a good demand is unglazed newsprint paper in rolls of 82, 124 and 164 cm. in width and 48/50, 52/55 and 62/65 grams per square metre in weight. Fair quantities of newsprint are imported from Germany; the seller is Verband Deutscher Druckpapier Fabriken, G.m.b.H. Berlin. The usual terms are 90 and 120 days from date of ocean bill of lading and commission 3 per cent. All prices are c.i.f. Italian ports.

On newsprint paper (white and pulp-dyed) the Italian duty is 12·50 gold lire per 100 kg.; and on coated (for illustrated papers), 28 gold lire per 100 kg.

PERFORATED PAPER FOR SILKWORMS

This is manufactured in sheets, the weight of which is 40 grams per square metre for the white and 80 grams per square metre for the coloured paper. If the weight of the paper is 40 grams per square metre sheets are made 25 x 35 cm., and these cost 25 lire per 1,000 sheets. When the paper weighs 80 grams per square metre, sheets are made 50 x 75 cm. These cost 120 lire per 1,000 sheets. This paper is put up in lots of 1,000 sheets and is then packed in wooden cases containing 100 kg.

ROOFING PAPER

This is composed of tarred cartons; the home production is sufficient for the demand.

SERVIETTES

These are imported from Germany on a large scale; the size is 37 x 37 cm., and they are only made with flower designs. They are packed in parcels of 1,000, the price varying from 70 to 80 lire per packet.

SILVER PAPER

This is manufactured in sheets and reels, but the demand is generally for sheets. The size of the sheet is 50 x 75 cm. and 50 x 70 cm.; the weight 35 to 60 grams per square metre. It is put up in reams of 500 sheets and packed in wooden frames which weigh about 25 to 30 kg. or even as much as 50 kg. France and Germany export this paper to Italy, but the demand is rather limited. The wholesale price is from 275 to 280 lire per ream. The import duty is 40 gold lire per quintal.

SPOOL AND SPINNING MILL PAPER

This is manufactured only in rolls, the width being 160 cm., while the length varies according to the weight of the roll. A roll generally weighs from 100 to 150 kg., the weight per square metre being from 150 to 200 grams. This weight is for paper made with cellulose. The wholesale price varies from 170 to 230 lire per 100 kg., according to quality. The import duty is 12·50 gold lire per 100 kg.

TARRED PAPER

This is made in rolls of 1 x 10 metres, and is classified as follows: (1) asphalted cardboards: (*a*) sanded on one side; (*b*) sanded on both sides; (*c*) calendered; (*d*) with saw-dust. This weighs about 1,000 to 2,400 grams per square metre; the wholesale price is from 8 to 20 lire per roll, according to the weight per square metre. (2) Vulcanized felts: the weight of this is from 1,100 to 2,200 grams per square metre, and the wholesale price varies from 20 to 50 lire per roll.

Tarred paper is packed in wooden frames, each containing five rolls and weighing about 100 kg.

TOILET PAPER

This is made both in sheets and rolls, the weight generally being 35 to 37 grams per square metre. Both sheets and rolls are valued according to their weight, which is 150, 170, 200 and 250 grams per roll or per packet. The width of both sheets and rolls is 12·5 cm., the length of the latter varying according to the weight of the paper. There seems to be little opportunity for imports; the type in general use is of very ordinary quality.

VEGETABLE PARCHMENT PAPER

Italy has three important true vegetable parchment paper manufacturers, one at Maslianico (near Como), one at Besozzo (near Varese), and one at Romagnano Sesia (near Novara). A Belgian firm is going to build a factory at Potgora (Trentino) for the manufacture of vegetable parchment paper; it would not be practicable to import this from Belgium, owing to the duty, which is 45 gold lire per 100 kg. The three firms mentioned above can produce altogether 10,000 quintals per year. This paper is packed in wooden frames, wrapped in other strong paper, the weight of the bales being from 100 to 150 kg. It is shipped in wagons of 200 quintals.

CYPRUS PROHIBITS MOTOR CARS WITH LEFT-HAND DRIVES

The British *Board of Trade Journal* announces that an Order in Council, dated July 17, 1929, prohibits the importation into Cyprus of motor cars fitted with left-hand drives, on and after January 1, 1930.

BUYING POLICY OF NORWEGIAN CORN MONOPOLY

Mr. Frederick Palmer, Canadian Trade Commissioner in Oslo, writes that the Director of the Norwegian State Corn Monopoly advises that as the Canadian flour millers are in favour of the plan of the monopoly of private branding, all future purchases of flour will be made on that basis.

In effect this means that no more flour will be imported in sacks bearing the name of the miller. The corn monopoly has drawn up two designs for brands of sacks in which Canadian flour can be imported. One design is for "patent" flours, and one for "Almindelig" or straight flours, as these types form the bulk of the imports of flour from the Dominion.

Copies of the approved brands are on file at the Department of Trade and Commerce, Ottawa, and may be inspected on application to the Director, Commercial Intelligence Service.

With these designs are instructions regarding the use. For example, the design on file marked "Almindelig" is particularly for Canadian hard spring wheat straight flour, and the text, colour, and proportions of the brand, when printed on a bag in which straight flour for Norway is to be packed, must be exactly as shown in the design. This means one size design for a 50-kilo sack, another for a 100-kilo sack. An identification number will be given with each order, which will be printed on the front of the sack in a space reserved for it. No other printing or branding must appear on the bags unless special instructions to this effect are given by the State Corn Monopoly.

LEIPZIG AUTUMN FAIR

M. B. Palmer, Acting Trade Commissioner

Hamburg, September 20, 1929.—At the Leipzig Autumn Fair, which was held from August 25 to 31, business was better than last year. The attendance is estimated at 100,000, of which from 12 to 15 per cent represented foreign visitors; the figures correspond favourably with those of the previous year. The number of visitors from Great Britain, Holland, Belgium, Switzerland, and the Scandinavian countries increased, and greater interest was shown by India and the Far East and North and South America. Representatives from the United States, in anticipation of higher tariffs in that country, made considerable purchases.

The Leipzig Fair is regarded as a barometer of German buying power, and as the home demand was not altogether satisfactory, the results from that point of view could at best be considered average. Through lack of capital and the tightness of credit, and apprehensiveness as to the future financial position of the country, buyers were reluctant to go beyond immediate demands.

The question has again been raised whether it is advisable to hold two fairs annually. For seasonal reasons, the Autumn Fair has always been of lesser importance, and while exhibitors number only 25 per cent less than at the Spring Fair, many of them are present merely because they are obliged to hold their stands. Buyers are usually 40 per cent fewer, and it is estimated that the turnovers are about one-third of those at the earlier fair.

MARKET FOR BICYCLES IN CHINA

W. J. Riddiford, Assistant Trade Commissioner

Shanghai, August 29, 1929.—The bicycle is becoming increasingly popular in China, especially in the cities where there are many good roads. Sales are limited to the Chinese, who consider them both as a time-saving device and a novelty. In the city of Shanghai house servants and coolies in increasing numbers are using the bicycle in running errands. Deliveries of all kinds of small merchandise are made by bicycle, and the three-wheel machine with a small compartment in front is in common use by tradespeople.

The following figures, secured from the Traffic Department of the Shanghai Municipal Council, which has jurisdiction over traffic in the International Settlement of this city, shows the steady increase in the number of bicycles licensed annually: 1925, 9,817; 1926, 15,053; 1927, 15,436; 1928, 17,739; 1929 (first six months), 19,318.

The same trend is no doubt in evidence in most of the cities of China, especially the Treaty ports. Although probably 90 per cent of the sales is made in the cities, their use is not limited thereto. There are no roads in the country, but the small winding paths which follow the creeks, used both for irrigation and inland transportation, make the bicycle quite useful there. These paths are the present highways of China, and although traffic consists mostly of wheelbarrows and carrier coolies, they are quite suitable for the bicycle, which in the absence of other transportation and communication facilities as between villages and towns is the best conveyance available if one wishes to save time.

COMPETITION

This is a highly competitive market. English, German, and Japanese machines enjoy the bulk of the sales. All three are identical in appearance, but the Japanese bicycle is from 30 to 40 per cent cheaper in price than the European makes, and is cheaper in construction and in durability.

STATISTICS OF COMPETITIVE IMPORTS

The following table shows the importations of bicycles and bicycle parts into the whole of China for the three years 1926 to 1928:—

Importation of Bicycles, Assembled and Unassembled

Imported from	1926		1927		1928	
	No.	Hk. Taels	No.	Hk. Taels	No.	Hk. Taels
Greata Britain	3,304	91,066	4,850	135,058	6,374	174,294
Germany	6,274	154,911	4,403	105,116	6,924	159,645
Japan	2,034	44,603	1,337	32,568	2,324	45,942
France	3,374	75,678	1,825	45,622	878	19,534
United States	80	2,988	10	435	27	1,363
Other countries	1,438	41,560	1,496	45,976	2,310	162,811
Total imports	16,504	410,806	13,921	364,775	18,837	463,589

1 Hk. Tael=80 cents Canadian currency.

The strong position held in this market by the European-type machines is obvious, while importations of the American type are decreasing.

TARIFF

The duty on bicycles and bicycle parts entering China is 12½ per cent ad valorem on the wholesale market value of the goods in local currency at the port of importation. There are no tariff preferences.

TYPE OF BICYCLE

The European type of bicycle is preferred in this market, and sales are made almost exclusively to men. It is lighter in weight than the Canadian or American-type machine and is not equipped with the coaster brake. The Chinese are not accustomed to the coaster brake, and prefer the European type which consists of levers attached to the handbars, pressure on which forces small rubber pads against the sides of the rims of the front and rear wheels. This method of braking is not as effective as that of the coaster; it is much more complicated and thus more subject to maladjustments, and finally it requires frequent replacement of the rubber friction pads. Bicycle dealers acknowledge the superiority of the coaster brake, but seem reluctant to initiate a campaign for introducing it because the Chinese are so accustomed to the other type. In a price market such as China the quality article is rarely appreciated. The merits of the coaster brake have yet to be successfully demonstrated to Chinese cyclists, and in the meantime it cannot command a higher price than the other type of brake.

PACKING

The foregoing table of imports consists of the importation of bicycles and bicycle parts. As a matter of fact, the bulk of the imports comprises bicycle parts. The big dealers buy direct from the manufacturers in Europe and Japan, and assemble the machines here—thus saddles, frames, rims, spokes, chains and sprockets are all bought direct from their respective manufacturers. In this way considerable savings are made in direct buying and in freight, since the various parts can be packed and shipped separately, thus requiring the minimum freight space.

PRICES

The best type of bicycle in Shanghai retails anywhere from $50 to $75 Mex., which at the present rate of exchange is equivalent to approximately $22 to $32 gold. Japanese machines may be purchased as cheaply as $30 Mex. The best type of bicycle sold on the market is not in the same class with the more expensive Canadian machines, which are undoubtedly of stronger construction and are equipped with heavier nickelled parts, larger and more comfortable saddles, and the coaster brake, and bicycles exported from Canada to China must be the cheaper machines.

METHOD OF SALES

It is axiomatic with regard to China that consignment shipments are to be deprecated. In the case of bicycles, however, and in view of the fact that the Canadian type of machine is practically unknown in this market, a small consignment might be made to a reputable dealer whom this office will be glad to recommend. Only in this way can Canadian machines gain a foothold, as dealers are loth to purchase outright stocks of an article the sale of which is uncertain. Provided Canadian manufacturers can export a machine at a competitive price, and are willing to co-operate in the introduction of their machines on this market, there should be some excellent business for them in China.

FOREIGN TRADE OF JAPAN

H. Sawa, Office of the Canadian Trade Commissioner

[The exchange in this report has been converted into Canadian terms on the basis of the yen at 47 cents to the dollar.]

Kobe, August 15, 1929.—The foreign trade for the first half of 1929 showed an improvement both in exports and imports, the total value (expressed in Canadian equivalents) being $1,088,665,421, with an excess of imports which amounted to $21,751,197 in value more than last year. Exports were valued at $477,967,574 as compared with $443,353,005 in 1928 and $446,060,186 in 1927, while imports amounted to $610,697,848 as compared with $554,332,130 in 1928 and $585,764,172 in 1927 and showed an excess of $132,730,275 over exports. Exports increased in 1929 by $34,614,521 over 1928 and by $31,907,387 over 1927, while imports also increased by $56,365,718 and $24,933,676 respectively. The net increase in total trade for the first half year amounted to $90,980,240. Since February the excess of imports decreased remarkably month after month. This was due not only to decline in imports but also to increase of exports every month except during June, when trade in general is normally dull. Imports from January to March showed a decline, but remained at a fairly steady figure from March to May and greatly decreased in June.

Of forty-seven principal exports, thirty articles showed increases while seventeen articles showed decreases. The chief increases were in cotton tissues, raw silk, wheat flour, and silk tissues, hats, machinery, and beans, while refined sugar, insecticides, matches, and coal were the principal decreases.

IMPORTS

Reviewing forty-one principal articles of import, twenty-one showed increases and twenty decreases. The greatest increase was that of raw cotton, machinery, iron, sulphate of ammonia, beans, and automobiles and parts thereof. Declines were shown in oilcakes and rice and paddy, woollen goods, lumber, and woollen yarns.

Foreign trade for the first half of 1929 reached the highest figure in imports since 1926 and the highest in exports for the past five years, although the anti-Japanese movement had given a great blow to Japanese exporters to China and the South Seas. The high level retained by Japanese exports even during such hard times was because the yen exchange quotations for the first half of the year were low, which favoured exporters considerably.

TRADE WITH CANADA AND JAPAN

The trade between Canada and Japan for the first half of 1929 amounted to the equivalent of $28,458,841, compared with $23,707,425 in 1928 and $20,-174,429 in 1927. Exports from Canada were $21,898,920, as compared with $17,684,436 in 1928 and $14,188,875 in 1927. The principal exports from Canada are such raw materials as wheat, pulp, lead, and zinc.

Canada practically controls the Japanese wheat market. She supplied Japan for the first half of 1929 with more than one-half of all imports of wheat, amounting to $12,984,427, as compared with $9,035,424 in 1928 and $6,402,563 in 1927. Lead increased by $970,000, but pulp declined by $352,500, as Norway and the United States were keen competitors in this market, showing respectively increases of $352,500 and $597,500. Zinc declined by $117,500 and lumber by $597,500.

Recently merchants have been paying great attention to the prospect of increased exports of raw silk from Jajan: Canada's purchases have increased

annually, for the first half of this year reaching $1,253,096 against $510,578 in 1928 and $452,122 in 1927. Exports of silk tissues, though they formed the greatest exports to Canada from Japan, decreased by $470,000. The principal exports and imports for the first half of 1929 are shown in comparison with those of 1928 and 1927 as follows:—

Exports from Japan to Canada, January to June

	1929	1928	1927
Rice and paddy	$ 137,547	$ 167,581	$ 162,703
Beans and peas	101,066	37,603	80,367
Tea	75,230	28,149	54,357
Raw silk	1,253,045	510,578	452,122
Silk tissues	2,982,992	3,400,812	3,589,214
Buttons	57,176	64,109	86,875
Potteries	427,951	279,826	306,715
Toys	82,418	60,405	48,523

Imports from Canada into Japan, January to June

	1929	1928	1927
Wheat	$12,984,452	$9,035,423	$6,402,516
Pulp	1,219,714	1,568,659	1,448,634
Lead	2,354,594	1,498,052	2,076,031
Zinc	791,376	961,235	442,854
Automobiles and parts	319,243	324,013	200,448
Machinery	56,558	66,543	25,565
Lumber	1,420,401	1,988,883	1,741,188

BRAZILIAN TRADE BALANCE

According to advices received by the Bank of London and South America, Limited, the figures of Brazil's overseas trade for the first six months of 1929 disclose a balance in favour of exports of £1,103,000, as against a balance of £5,452,000 in the previous year. The volume of exports showed a decrease of 5,204 tons, the total value being £46,017,000, against £48,532,000 in 1928. Imports increased by 80,328 tons, the value being £44,914,000, against £43,080,000 in 1928.

Of the total exports, coffee accounted for £33,888,000, against £35,196,000, a decrease of £1,308,000, while the quantity exported decreased by 593,000 bags, the total being 6,555,000 bags, compared with 7,148,000 bags in the previous year.

INDIAN PIG IRON IN EUROPE

According to a Hamburg correspondent, quoted in the London *Times Trade Supplement,* opposition to the import of Indian pig iron is growing in Europe, as in view of the premium granted by the Indian Government it is considered that the product is being sold on this side at dumping prices. The question of imposing an extra import duty is therefore being discussed. It is said that the cost of pig iron ex-Indian works is 106s. a ton and it is offered for export f.o.b. Calcutta at 62s. to 62s. 6d. a ton, equivalent ex-works to about 53s. a ton. The German and Italian pig iron interests have petitioned their respective Governments to make representations on this matter.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING OCTOBER 7

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 7, 1929. Those for the week ending September 30, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending Sept. 30, 1929	Week ending Oct. 7, 1929
Austria	Schilling	.1407	$ .1439	$ .1440
Belgium	Belga	.1390	.1406	.1409
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0299	.0299
Denmark	Krone	.2680	.2694	.2699
Finland	Markka	.0252	.0254	.0254
France	Franc	.0392	.0396	.0396
Germany	Reichsmark	.2382	.2408	.2409
Britain	Pound	4.8666	4.9101	4.9155
Greece	Drachma	.0130	.0130	.0131
Holland	Guilder (Florin)	.4020	.4055	.4060
Hungary	Pengo	.1749	.1768	.1768
Italy	Lira	.0526	.0528	.0529
Jugo-Slavia	Dinar	.1930	.0178	.0178
Norway	Krone	.2680	.2674	.2699
Portugal	Escudo	1.0805	.0454	.0454
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1496	.1496
Sweden	Krona	.2680	.2708	.2711
Switzerland	Franc	.1930	.1948	.1951
United States	Dollar	1.0000	1.0103	1.0107
Argentine Rep.	Peso (Paper)	.4244	.4240	.4242
Brazil	Milreis	.5462	.1198	.1202
Chile	Peso	.1217	.1222	.1225
Colombia	Peso	.9733	.9769	.9774
Mexico	Peso	.4985	.4839	.4827
Peru	Libra	4.8666	4.0412	4.0431
Venezuela	Bolivar	.1930	.1944	.1945
Uruguay	Peso	1.0342	.9976	.9930
Cuba	Peso	1.0000	1.0009	1.0003
Batavia, Java	Guilder	.4020	.4046	.4049
China	Tael	.....	.5581	.5571
India	Rupee	.3650	.3649	.3676
Japan	Yen	.4985	.4844	.4813
Siam	Baht (Tical)	.4424	.4571	.4573
Singapore, Str. Settlements	$	.5678	.5733	.5736
Jamaica	Pound	4.8666	4.8974	4.9098
Barbados	$	1.0000	$1.01^{13}/_{32}$—$1.02\frac{1}{2}$	$1.01\frac{3}{4}$—$1.02\frac{3}{4}$
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	$1.02\frac{1}{2}$—$1.02^{43}/_{64}$	$1.02\frac{3}{4}$—$1.02^{45}/_{64}$
Martinique	Franc	.0392	.0396	.0396
Guadeloupe	Franc	.0392	.0396	.0396

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

833. Barley.—Quotations are invited for supplies of No. 1 barley suitable for the manufacture of malt. Demand approximates 4,000 tons per annum; samples are required and quotations should be given c.i.f. Mexican ports or border points.

834. Rolled Oats.—A Buenos Aires commission house is desirous of representing a Canadian mill making rolled oats for porridge. Submit samples by parcel post and prices c.i.f. Buenos Aires to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

Miscellaneous

835. Cloth for Corsets.—An agent in Buenos Aires now selling elastic cloth to corset manufacturers is interested in obtaining a source of supply for corset cloth. Send samples by sample post and prices c.i.f. Buenos Aires to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

836. Beach Robes.—Dutch commission agent wishes to secure the representation of a Canadian firm manufacturing beach robes.

837. Sporting Goods, Athletic Supplies, Games, etc.—A South of England firm, manufacturing and distributing sporting goods, would be glad to represent Canadian manufacturers of athletic supplies, games, novelties, etc., who wish to take advantage of their selling organization.

838. Ford Rubber.—Amsterdam firm wishes c.i.f. quotations and samples of Ford rubber in basis 54 inches wide, 1½ yards and up, 3 yards and up, 25 yards and up, four rolls of 50 to 60 yards. This material must be clean and of first quality.

839. Telephone Poles, Douglas Fir Treated Cross-arms and Pins.—Standards and dimensions are per requirements of A. T. & T. Send sample pin and cut-ends (by parcel post), with fullest details, including price on large quantity lots c.i.f. Buenos Aires, to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

840. Cooperage Stock.—Dutch firm desire samples and quotations from Canadian manufacturers of herring barrels.

841. Plywood.—Argentine firm wish to receive quotations c.i.f. Buenos Aires, if possible, from Canadian manufacturers of plywood. Send samples by sample post and full particulars to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

842. Miners' Lamps.—A firm of factors in Gloucestershire are prepared to examine samples of miners' lamps of Canadian manufacture to substitute for those of United States origin which they now stock. Illustration of types of lamps required on file at Department of Trade and Commerce, Ottawa.

SHIPPING ROUTES FROM CANADA TO SOUTH AFRICA

C. S. Bissett, Canadian Trade Commissioner

Cape Town, September 1, 1929.—There is only one direct steamship service from Eastern Canada to the South African range of ports. This is operated by Messrs. Elder Dempster & Co., Board of Trade Buildings, Montreal, from whom freight rates may be obtained on application. Sailings are from Montreal in the summer and from St. John, N.B., in the winter, and at present are on a bi-monthly basis. When sufficient cargo offers, the ships of this line continue their journey to the ports of Lourenco Marques and Beira in Portuguese East Africa (Mozambique). Cargo will be accepted for these ports at all times, but it is occasionally transhipped at Durban when the amount is insufficient to warrant the extra journey. Arrangements are also being made by this company to continue the run in the case of certain boats to East African ports. There are also shipping lines operating out of United States Atlantic ports which serve South Africa and which can alternatively be used when necessary.

From Pacific coast ports of Canada there is as yet no regular direct shipping service to South Africa. However, space can usually be obtained, through the Canadian Trading Company, Vancouver, on various chartered timber steamers which are despatched on an average of one every two months. Freight rates are usually favourable, but as a rule none of these boats visits all Union harbours during the one trip. In addition, the Japanese lines, the N.Y.K. and the O.S.K., offer freight facilities across the Pacific, but transhipment is necessary in Japan to the boats of these lines which operate between Japan and South America via South Africa.

A further point in connection with freight rates is the treatment of imported products by the State-owned South African Railways. Local products which must compete with the same or similar articles from overseas are given the benefit of reduced rates, which amounts in practice to an increase in protection. In several cases imported articles are thus able to compete only in the coastal area.

POINTS IN SHIPPING

(1) Follow to the letter your customer's shipping instructions, and avoid thereby annoyance and the possible loss of repeat orders.

(2) Ship by the shortest route consistent with economy.

(3) Pack solidly in sufficiently strong containers.

(4) Do not increase freight charges by sending forward partially filled containers.

(5) Mark all containers, both inner and outer, with the words "Made in Canada".

(6) Make sure that documents arrive before or with the goods.

(7) Adhere at all times to South African Customs regulations.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Southampton.—Empress of Scotland, Canadian Pacific, Oct. 31.

From Montreal

To Avonmouth.—Kastalia, Nov. 2; Salacia, Nov. 9—both Anchor-Donaldson; Nessian, Oct. 19; Nevisian, Nov. 16—both White Star.

To Belfast.—Melmore Head, Head Line, Oct. 28.

To Cardiff.—Nessian, White Star Line, Oct. 19; Kastalia, Anchor-Donaldson, Nov. 2.

To Dublin.—Melmore Head, Head Line, Oct. 28.

To Dundee.—Cairngowan, Thomson Line, Oct. 25.

To Glasgow.—Minnedosa, Oct. 26; Melita, Nov. 8—both Canadian Pacific; Athenia, Oct. 18; Carmia, Oct. 25; Letitia, Nov. 1; Corinaldo, Nov. 8—all Anchor-Donaldson.

To Hull.—Incemore, Nov. 1; Kenmore, Nov. 15—both Furness Line.

To Liverpool.—Duchess of Richmond, Oct. 18, Nov. 15; Duchess of York, Oct. 25; Duchess of Atholl, Nov. 1—all Canadian Pacific; Regina, Oct. 19; Laurentic, Oct. 26; Doric, Nov. 2—all White Star Line; Antonia, Cunard Line, Nov. 8.

To London.—Beaverburn, Oct. 18; Beaverbrae, Oct. 25; Beaverdale, Nov. 1; Beaverford, Nov. 8—all Canadian Pacific; Canadian Rancher, Canadian National, Oct. 22; Ascania, Oct. 25; Alaunia, Nov. 1; Aurania, Nov. 8—all Cunard Line; Incemore, Nov. 1; Kenmore, Nov. 15—both Furness Line; Calgaric, Oct. 17; Megantic, Oct. 31—both White Star Line.

To Manchester.—Manchester Regiment, Oct. 17; Manchester Citizen, Oct. 24; Manchester Division, Oct. 31; Manchester Brigade, Nov. 7; Manchester Producer, Nov. 14—all Manchester Line.

To Newcastle and Leith.—Cairnglen, Oct. 18; Cairngowan, Oct. 25; Cairnmona, Nov. 1; Cairnross, Nov. 8—all Thomson Line.

To Southampton.—Montcalm, Oct. 17; Montclare, Oct. 24; Montrose, Nov. 7—all Canadian Pacific; Calgaric, Oct. 17, Nov. 14; Megantic, Oct. 31—both White Star Line.

To Swansea.—Nubian, White Star Line, Oct. 26.

To Antwerp.—Montclare, Oct. 24; Beaverbrae, Oct. 25; Montrose, Nov. 7; Beaverford, Nov. 8—all Canadian Pacific; Canadian Rancher, Canadian National, Oct. 22.

To Bordeaux and Havre.—Kent County, County Line, Nov. 13.

To Bremen.—Crefeld, North German Lloyd, Oct. 26.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, Oct. 27.

To Hamburg.—Montcalm, Oct. 17; Beaverburn, Oct. 18; Beaverdale, Nov. 1; Montcalm, Nov. 14—all Canadian Pacific; Emden, Oct. 18; Brant County, Oct. 25; Elmshorn, Nov. 1; Laval County, Nov. 8—all County Line; Crefeld, North German Lloyd, Oct. 26.

To Rotterdam.—Hada County, Oct. 19; Labelle County, Nov. 6; York County, Nov. 15—all County Line.

To South France and Italian Ports.—Valfiorita, Oct. 25; George Ohlsen, Nov. 2—both Lloyd Mediterraneo Italian Service.

To South African Ports.—Mattawin (also calls at Sierra Leone), Elder Dempster Line, Oct. 24.

To South American Ports.—Canadian Traveller, Canadian National, Oct. 19; Sud Africana, Canadian-South American Line, Oct. 20.

To Australian Ports.—Canadian Scottish, Canadian National, Oct. 30; Parracombe, New Zealand SS., Oct. 15.

To New Zealand Ports.—Canadian Conqueror, Canadian National, Oct. 25.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Champlain, Oct. 19; Chomedy, Nov. 2—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cavelier, Oct. 19 (Kingston only); Lady Somers, Oct. 26; Cathcart, Nov. 2 (Kingston only); Lady Rodney, Nov. 9—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Peter Maersk, Oct. 25; Agnete Maersk, Nov. 8—both Ocean Dominion.

To Cornerbrook.—North Voyageur, Oct. 21, Nov. 4; New Northland, Oct. 16, Oct. 31—both Clarke SS.

To St. John's, Nfld.—Rosiland, Furness-Red Cross Line, Oct. 18, Nov. 1, Nov. 15.

To St. Pierre-Miquelon.—Veslar, Newfoundland-Canada Traders, Nov. 6, Nov. 19.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Oct. 24; Lady Nelson, Nov. 7—both Canadian National.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every Tuesday, Thursday, and Saturday.

From Halifax

To Gothenburg.—Gripsholm, Furness, Withy, Oct. 21.

To Liverpool.—Manchester Shipper, Oct. 15; Newfoundland, Oct. 29; Manchester Hero, Nov. 5—all Furness, Withy.

To London and Hull.—Cairngowan, Furness, Withy, Oct. 18; Mississippi, Oct. 14; Nortonian, Oct. 14; Missouri, Oct. 29—all Leyland Line (calls only at London).

To Manchester.—Manchester Commerce, Oct. 14; Manchester Regiment, Oct. 21; Manchester Citizen, Oct. 28—all Furness, Withy.

To St. John's, Nfld.—Nerissa, Oct. 15, Oct. 29; Silvia, Oct. 22, Nov. 5; Newfoundland, Oct. 29; Nova Scotia, Nov. 16—all Furness, Withy; Farnorth, Farquhar SS., Oct. 25, Nov. 8; Kivig, Newfoundland-Canada Traders, Oct. 30.

To St. Pierre-Miquelon.—Farnorth, Oct. 25, Nov. 8; Sambro, Oct. 15, Oct. 29, Nov. 12; Fernfield, Oct. 19, Nov. 2—all Farquhar SS.; Veslar, Newfoundland-Canada Traders, Nov. 6.

To Kingston (Jamaica).—Cavelier, Oct. 22; Cathcart, Nov. 5—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Champlain, Oct. 24; Chomedy, Nov. 7—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Oct. 18; Lady Drake, Nov. 1—both Canadian National; Peter Maersk, Oct. 31; Agnete Maersk, Nov. 14—both Ocean Dominion.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Oct. 30; Ottar, Nov. 13—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Canada, Oct. 17; Empress of Russia, Nov. 2—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Teucer, Blue Funnel, Oct. 29.

To Yokohama, Osaka and Dairen.—London Maru, Osaka Shosen Kaisha, Oct. 15.

To Auckland, Wellington and Dunedin.—Golden Cross, Oceanic and Oriental Navigation Co., Nov. 11.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, Nov. 13.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, Transatlantic SS., middle November.

To Papeete, Wellington, Melbourne and Sydney.—Waiotapu, Canadian-Australasian Line, Oct. 28.

To Manchester.—Pacific Ranger, Oct. 19; Pacific Grove, Nov. 2—both Furness Pacific Line; New Westminster City, Reardon-Smith Line, Nov. 2.

To Liverpool, Southampton, London and Rotterdam.—Loch Katrine, Oct. 25; Loch Monar, Nov. 8—both North Pacific Coast Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Eemdyk, Oct. 30; Grootendyk, Nov. 17—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—Indiana, Oct. 15; Nevada, Oct. 31—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Leme, Oct. 17; Savoia, Nov. 1—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Brimanger, Westfal-Larsen, Nov. 1.

To West Indian Ports.—Victoria, Canadian Transport Co., Oct. 15.

To Cape Town, East London, Durban, Lourenco Marques.—Crown City, B.C. Shipping Agencies, Nov. 25.

To Colombia.—Point Gorda, Oct. 26; Point Reyes, Nov. 5—both Gulf Pacific Line.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

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LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pctures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
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Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

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COMMERCIAL INTELLIGENCE SERVICE

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E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

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London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)
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New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*
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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. **Deputy Minister:** F. C. T. O'Hara
Director, Commercial Intelligence Service : C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each): $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI **Ottawa, October 19, 1929** **No. 1342**

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TRADE COMMISSIONERS ON TOUR

Mr. Macgillivray

Mr. J. C. Macgillivray, Trade Commissioner in Rotterdam, is about to go on tour. The following are the early dates in his itinerary:—

Three Rivers	Oct. 21
Quebec	Oct. 22
Percé	Oct. 24
Sackville	Oct. 25
Charlottetown	Oct. 26
Summerside	Oct. 28
Halifax	Oct. 29-31
Kingston, Wolfville, Kentville, Bridgetown	Nov. 1
Annapolis, Yarmouth	Nov. 2
St. John	Nov. 4
Black's Harbour	Nov. 5
Fredericton	Nov. 6
Sherbrooke, Magog, Rock Island	Nov. 8

Mr. Young

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit as follows:—

Montreal	Oct. 21-23
Vancouver	Nov. 2 to 12
New Westminster	Nov. 13 to 14
Victoria	Nov. 16 to 18

Mr. Poussette

Mr. H. R. Poussette, formerly Trade Commissioner in India, will visit the following cities and towns:—

Perth..Oct. 21	Belleville and Napanee ..Oct. 25
Brockville ..Oct. 22	Port Hope ..Oct. 28
Gananoque ..Oct. 23	Oshawa ..Oct. 29
Kingston..Oct. 24	Hamilton ..Oct. 30, 31, Nov. 1

Mr. McColl

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, will visit the following cities and towns:—

Brockville ..Oct. 21	Lindsay ..Oct. 24
Kingston..Oct. 22	Oshawa ..Oct. 25
Peterborough ..Oct. 23	

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Toronto, to communicate with Mr. Alex. Marshall, Canadian Manufacturers Association, in that of Vancouver, with Mr. Hugh Dalton, Secretary, Canadian Manufacturers Association, and in that of other cities included in the above itineraries, with the Secretary of the Board of Trade or Chamber of Commerce.

ECONOMIC AND COMMERCIAL CONDITIONS IN TURKEY

Henri Turcot, Canadian Trade Commissioner

[The following is the first of a series of reports by the Trade Commissioner in Athens on a recent visit to Turkey.]

Athens, Greece, September 9, 1929.—It is difficult to discover in the course of the economic history of Turkey any manifestation of a lasting character that would serve as a starting point for an economic evolution properly so-called. In the past, the natural resources of the country have not been the subject of scientific exploitation and diligent labour. Up to the war of 1914, there did not exist in Turkey a program scientifically designed to take into account the three essential factors of economic life—nature, capital and labour. The Great War in its turn put a check to the agrarian reforms that the Government of the Sublime Porte had undertaken some years previously and provoked a confusion that led to chaos. Finally, the Treaty of Sèvres gave rise to the Nationalist movement. Consolidated by the Greek offensive, this movement had its success assured by the victory of the Turks in Asia Minor. In 1923, the Treaty of Lausanne revealed a new Turkey, independent, regenerated, and ardently desirous of following the path that would lead her, by means of radical reforms, to progress. Under the new régime, Turkey appeared to be resolved to effect liberation from all that was considered to be economic subjection. Emancipation was possible only through the development of her production, and towards this end all her strength and will has been directed. Her efforts were also turned towards the protection of national commerce which for many years had been considered as gravely affected by the Capitulations. The organization of the movement for the economic revival of Turkey manifested itself immediately after the evacuation of Constantinople by the Allied forces. In spite of the gaps created by the exodus and exchange of populations, Anatolia left no stone unturned to execute her program of reforms in the agricultural, commercial and industrial fields, whilst Constantinople, losing its rank as capital, remained nevertheless the industrial and commercial centre of the Republic.

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BULGARIA
GREECE
BLACK SEA
GEORGIA
ARMENIA
PERSIA
IRAQ
SYRIA
AEGEAN SEA
MEDITERRANEAN SEA
Adrianople
Constantinople
Bosporus
Sea of Marmara
Gallipoli
Panderma
Brusa
Chanaq
Izmid
Dusje
Sinope
Kastamuni
Samsun
Kiresun
Rize
Trabzond
Kars
Amasia
Tokat
Sakaria
ANGORA
Kizil Irmak
Eski Shehr
Yozgad
Sivas
Erzinjan
Erzerum
Kara Su
Bayezid
Kutaia
Akhissar
Manisa
Smyrna
Odemish
Aidin
Ushak
Afium Kara Hissar
Tuz Cheullu
Kaisarie
Kharput
Murad Su
Mush
L. Van
Van
Bitlis
Okia
Denizli
Isparta
Konia
Marash
Diarbekr
R. Euphrates
R. Tigris
Mardin
Karaman
Adana
Aintab
Urfa
Mersina
Adalia
Rhodes I.
(Italy)
CYPRUS
(British)
MAP
OF
TURKEY
Scale of Miles
0 20 60 100 140 180
Railways shown thus.....
Prepared by Natural Resources Intelligence Service
Department of the Interior, Canada

ECONOMIC WEALTH

With a population of over 13,000,000 inhabitants and an area of 280,822 square miles, Turkey is essentially an agricultural country. The industry is not less essentially extractive, as besides the making of carpets and silks there are no manufacturing industries of consequence. Anatolia, with her vast agricultural resources, forests and mines, can be considered as the field of experiment which will eventually procure the riches that will permit Turkey to pursue her program and assure her evolution.

AGRICULTURAL RESOURCES

In order to increase rapidly the volume of exports, and thus diminish the financial difficulties that have to be faced, the first task of Turkey is an intensive development of agriculture at the risk of neglecting provisionally the remainder of the national economy. The field of agricultural activity in Turkey is very great. It is estimated that, if 40 per cent of her area is capable of being cultivated, scarcely 12 per cent is under cultivation. Restrained by the precariousness of means of internal transport, it is chiefly in the coastal vilayets, which are at the same time the most fertile, that Turkey's greatest variety of agricultural wealth is to be found. Among the principal agricultural products are fruit, tobacco, cereals, cotton, and olives.

Tobacco, the yield of which has risen in the past few years to an average of more than 120,000,000 pounds, figures in the front rank of the agricultural wealth of Turkey and represents a considerable income capable of augmentation. Tobacco was formerly a Government monopoly and the crop was taken up by the Régie Ottomane which controlled the manufacture and sale, but the growth, sale, and export have become free since 1921, when the National Assembly passed a law to that effect. This measure has given a great impetus to its cultivation. Another factor which has also contributed to the increase in production was the arrival, under the exchange of populations, of Turks from Macedonia, amongst whom were many experienced in the cultivation of tobacco.

Cotton.—The soil of Turkey is unique in that in the greater part of its territory it is favourable to the growth of cotton. The cotton belt extends from Thrace to Adana, and, exception being made of the district around Constantinople, very exposed to the north winds, in the whole of Turkey are distributed more or less important plantations abutting on the large centres of production —Adana and Smyrna. The Government of Turkey is making increasing efforts to extend and improve the cultivation of cotton. It is believed that in the near future Turkish cotton will exercise a marked influence on the open market. The normal yield is estimated at 50,000,000 pounds.

Cereals, etc.—Amongst the cereals produced in Turkey special mention must be made of barley, the export of which to Europe is gradually increasing. The yield in 1927 amounted to 62,928,000 metric tons; but no figures are available as to the quantity exported. The yield of wheat in 1927 was placed at 133,315,000 metric tons, and due to improvement in methods of cultivation, the production is bound to increase. There are no irrigated lands in Turkey, and in 1928, when drought prevailed, the crop was sensibly less than that of the previous year, with the result that the importation of flour on a large scale was unavoidable.

Maize, vetch, potatoes, rice, millet, lentils, oats and rye represent crops of excellent quality but of secondary importance.

Olives and Olive Oil.—Turkey occupies an important position in the production of olives and olive oil. In 1926, 120,000 metric tons of olives were reaped, whilst the production of oil attained the figure of 970,000 metric tons.

Fruit.—The fruits of the Smyrna region, such as grapes and figs, are renowned and find an easy export. The average of the grape yield for the past few years amounted to 50,000 metric tons, whilst that of figs is placed at 30,000 metric tons. Turkey offers also a good field for the growth of oranges and lemons.

Opium.—Turkey produces the best quality of opium. The use of this product as a drug is now almost unknown in the country, and the consumption is practically nil. This permits exports to take a foremost place and gives rise to transactions which total about $5,000,000 for a normal crop. The annual yield of opium varies between 40,000 metric tons in normal years and 25,000 metric tons in rainy years.

Beetroot.—The cultivation of beetroot has been undertaken for the supply of two sugar factories which have been recently established and which, it is presumed, will eventually be capable of supplying one-third of Turkey's requirements of sugar for internal consumption.

WOOL, HIDES AND SKINS

To the above sources of agricultural wealth must be added the income derived from cattle and goats, which contributes annually in wool, hides and skins, mohair and casings for exports a sum of not less than $20,000,000.

Wool.—There are few regions in the world that lend themselves to the development of the ovine race so well as the Anatolian peninsula. The formation of the soil, the excellence of the pasturage, and the climate, are admirably suited to the raising of goats and sheep. From one end of the country to the other a large portion of the population are occupied with the breeding of goats and sheep, from which they draw their principal income. The sheep of Anatolia are noted in Europe on account of their fine soft wool, and those of Thrace for their wool of long and white fibre. This wool is employed in the making of the famous Turkish carpets, blankets, rugs, fine cloth, and in the manufacture of hosiery. The wool production of Anatolia and Thrace amounted for the years 1924, 1925, and 1926 respectively to 27,133,178, 31,469,631, and 32,181,111 pounds, about half of these quantities being exported. The large centres of trade for this product are Constantinople and Smyrna.

Mohair.—One of the most characteristic and most valuable of the products of the fauna of Anatolia, mohair allows the weaving of plush fabrics and other textiles *de luxe*. It is a product closely approaching silk, whilst retaining the properties of wool. The yield of mohair for the years 1924, 1925, and 1926 was 9,400,000, 9,900,000, and 12,540,000 pounds respectively. Constantinople is the only large Oriental market.

Hides and Skins.—Various kinds of hides and skins play an important part in the foreign commerce of Turkey. The principal are oxen, sheep, kids, goats, and buffalo, and those of wild animals, mainly foxes. The quantity exported in 1925 amounted to 2,112,000 pounds.

FORESTS

Turkey is rich in forests, about one-fourteenth of its surface being timbered. The forests cover 22,724,000 acres, 21,489,000 acres of which belong to the State and the remainder to hamlets and private individuals. While they represent a considerable natural wealth, they are exploited only to a small extent and with more or less primitive tools and machinery. Exploitation is at the present time limited to wood for construction purposes and for railway sleepers. Timber for wood pulp is abundant, but no mills are as yet engaged in this industry. The principal species are oak, beach, pine, poplar, and ash.

Valonea, an exclusively Turkish commodity, is produced by a special kind of oak and serves in tanning for the treatment of high-quality sheep skins to render them soft, supple, and velvety. The yield is very irregular, as it is much reduced in years when manual labour is able to obtain other more remunerative work. The average crop is estimated at between 6,000,000 and 7,000,000 metric tons, of which domestic consumption is placed at 5,000 metric tons per annum. This product finds a ready market abroad.

Hazel and Nuts.—The crops of hazel and nuts average approximately 2,200,000 metric tons.

Licorice.—This product is for the larger part exported to the United States. The ordinary yield is placed at 700,000 metric tons.

MINES

According to the opinion of experts, the mineralogical character of Asia Minor does not differ from that of the whole Mediterranean basin, and without doubt Anatolia offers excellent prospects as a mining field. If the mining industry in Turkey has not up to the present enjoyed the progress and development it merited, it is mainly due to a lack of means of communication and to antiquated methods of exploitation. The principal minerals of Turkey are: lignite, iron, copper, silver lead, pit coal, emery, chromium, antimony, manganese, clay and silicate of magnesia. With regard to coal, it can be said that the coal basin of the Black Sea is the most important in Turkey and one of the richest in the world. Its proximity to the sea facilitates loading and transport. This coal is of good quality and is used advantageously by steam vessels and in industry. Its cost is moderate. Production in 1925 and 1926 amounted to 703,443 and 1,222,387 metric tons respectively.

The following is a table of the export of the principal minerals originating in Turkey for 1926 and 1927:—

	1926	1927
	In Metric Tons	
Lead	5,508	6,458
Copper	845	....
Emery	4,574	6,620
Chromium	6,670	18,318
Antimony	....	25
Lignite	6,312	6,555
Manganese	77	11,375
Coal	910,377	897,652
Silicate of magnesia	323	512

MANUFACTURING INDUSTRIES

As has been already stated, except for the making of carpets and silks, there are no manufacturing industries of importance in Turkey. There are a very limited number of flour mills, tanneries, cement factories, cotton spinning mills, sugar refineries and breweries, principally in Constantinople. Numbers of small craftsmen are engaged in making boots, saddlery, brass and copper ware and various articles for sale in the bazaars.

Carpets.—The old-fashioned carpet industry, once very active in Asia Minor, is to-day, after having been hard hit, on the way to revival. Previous to 1914 the annual export of carpets was valued at $3,000,000. The industry, following on the expulsion of the Armenians and Greeks after the Turko-Greek war, languished, and was presently faced with strong and effective opposition from the dispossessed population, who founded in Macedonia an industry in which they excelled. But little by little the looms were gradually put into movement in nearly all the districts of Asia Minor. Exports rose to 11,880,000 pounds in 1927 as against 10,340,000 pounds in 1926 and 8,800,000 pounds in 1925. In 1927 Great Britain and the United States shared about equally the greater portion, leaving only about 2,200,000 pounds for other European countries and for Egypt.

The weaving of carpets is carried on in several districts of Southern Anatolia, where it employs about 10,000 looms. The actual number of workers engaged in this industry has risen to about 35,000. The trade is almost completely centralized at Smyrna, and is in the hands of seven large companies, four Turkish, two English and one American. These companies provide the craftsmen with the requisite raw material, sometimes even the looms, but more often the worker is the owner of his loom. Agents pass on orders to the workers and receive the product of their labour. In addition, the inspectors of the companies pay visits to the workshops. All the companies have their depots at Smyrna, to which agents send their finished products.

The acquisition and preparation of raw materials are the object of great care on the part of the companies. The wool constituting the raw material employed for the warp of all carpets is exclusively Anatolian, but the cotton which enters into the weft, at least as far as it concerns high-grade Smyrna and Ouchak carpets, is imported from India. This importation has now risen to more than 880,000 pounds per annum. The cotton is imported in the form of fibre, the companies having their own spinning mills. There are also dyeing mills at Smyrna which undertake the important operation of dyeing the thread. The imports of colouring matter amount to about 66,000 pounds per year, for the greater part originating in Germany. The cost of this colouring matters enters as an important factor into the cost of the carpets. A carpet of high-grade Sparta wool requires not less than 750 grams of dye per square metre.

Silk.—The district of Broussa is the centre of the silk production. In 1925, 23,550 metric tons of silk were exported to foreign countries. The average annual production of cocoons is about 100,000 metric tons.

Such are, in a general way, with fishing and hunting, the principal elements of production not only of Asia Minor, but of all Turkey, since in the previous paragraphs account has been taken of the assets of the vilayets of Turkey in Europe. As to their productive value, it has remained essentially that of extractive industry. But the extractive industry of Turkey is greatly handicapped through the scarcity and expense of manual labour. Not only in the remote and relatively arid vilayets of the Anatolian plateau, but also in the most fertile districts of the Mediterranean littoral, the most laudable efforts and serious goodwill are often wrecked from this cause.

ECONOMIC POLICY

As a financial institution Turkey possessed formerly only the Banque Agricole. Revenue was derived from tithe and customs, and the general balance always presented a deficit. Moreover, Turkey under the old régime had no capital and interest placed abroad to make good this deficit. It was under most adverse condition that the Turkish Government, at the dawn of the new era, undertook its huge task of reform. A great effort is being made to stimulate rural activity. Eight permanent agricultural exhibitions have been established, at Smyrna, Stamboul, Angora, Broussa, Adana, Diarbekir, Sivas, and Erzeroum. Under a recent law chambers of agriculture composed of twelve members who are elected for four years, having within their jurisdiction two or three vilayets, have been instituted for the purpose of serving the agricultural interests of the country. Advances made to the peasants, the abolition of the tax on produce, and of the tithe—a vexatious impost—form some of the steps that have been taken for the benefit of the agricultural population. The cultivation of products suitable to the soil that are now being imported is being encouraged. The progress in the growing of beetroot in Anatolia, favoured by the development of the Turkish sugar industry, is noteworthy. Two sugar refineries—the first to be

established in Turkey—were inaugurated in 1926, one at Apounau and the other at Ouchak. The character of agriculture is still primitive, but the Government is using all means to modernize it in methods and machinery.

After having turned its attention to the needs of agriculture, the Government has now undertaken the construction of railways and roads which alone can solve the important problems of the proper distribution of production. In itself this policy cannot but be of advantage. But in this connection it might be of interest to note the comments of a prominent banker who appreciates this policy as follows:—

The railway policy of Turkey, however useful from a national point of view, constitutes an addition to her foreign indebtedness by reason of the important orders for material which are required for new construction. These in 1928-29 absorbed 29,000,000 Turkish pounds of the budget credits as against 22,000,000 in 1927-28. In addition to an extensive railway program, the Government, having decided to nationalize the exploitation of the Anatolian railway, the Mersina-Adana railway, and the port of Haidar Pacha, concluded a convention towards the end of 1928 for the repurchase of these lines. In the same order of policy the National Assembly has quite recently approved agreements with the Smyrna-Cassaba, the Smyrna-Aidin, and the Oriental railway, in order to readapt the exploitation of these lines to the new economic conditions.

Finally by the proposed participation of the Treasury in new Turkish industrial enterprises, and by the intended lightening of the burdens of manufacturing industries, the Turkish Government has manifested its desire of assisting and consolidating all the various elements in the economic life of the country.

The law for the encouragement of industry, which came into force in June, 1927, has given a slight impetus to development. This law exempts factories established in Turkey from the following taxes: tax on buildings, profits tax, land tax, municipal surcharges on the foregoing, and certain other municipal taxes. Moreover, such factories are exempted from any duties on imported constructional material, raw materials, packing, machinery and spare parts, rolling stock, transport material, and power plant. In addition, the Government is empowered to bonus factories up to a maximum of 10 per cent of the value of the annual output. Municipal and concessionary companies are compelled to buy their requirements from a Turkish factory, even if the local product is 10 per cent more expensive than the imported article.

Sparsely populated and poorly equipped industrially and technically, and absorbed by financial preoccupations, Turkey is not able of herself, in addition to the difficult task of improving the production of her agriculture and extractive industry, to create new manufactures on any considerable scale, and an extended period of transition must elapse before national industries can be built up. All new initiative in the field of manufacturing industry will, for the time being, result in the loss of a certain portion of her export trade, but, little by little, the sale of certain commodities which find at present in this country a ready market will no more be possible. The pronounced nationalism of the country tends to discourage the influx of foreign enterprises, and its attitude to imported capital is not sufficiently defined.

Other events of interest in the reforms for the modernization of Turkey are the adoption of international numerals and the obligatory use of the Latin alphabet.

PRESENT ECONOMIC CONDITIONS

As already stated, Turkey is essentially an agricultural country. Consequently her economy is disturbed when temperature is adverse and crops are bad. Such has been the case for the past three years. Conditions have been unstable and foreign commerce reduced. Sir Herbert Lawrence, chairman of the Ottoman Bank, on the occasion of the sixty-second annual general meeting of the shareholders in London on June 26, said:—

The past year was not favourable to the economic development of Turkey. As in all countries which are essentially agricultural, the weather is a factor of the utmost importance. Since the exceptional campaign of 1925 a series of severe winters and rainless summers has

not ceased to counter the effects of the considerable extension of land under cultivation. The drought has never been so prolonged nor the yield so meagre as in 1928. The wheat crop, in particular, suffered so seriously that the importation of foreign flour on a large scale was inevitable. Even in the regions of Konia and Afion-Karahissar—considered the granary of Anatolia—the scarcity of supplies would have ended in real disaster save for the energetic intervention of the public authorities. Live stock did not escape the ravages of the cold, and last year in the eastern vilayets the rate of mortality reached 20 to 25 per cent; the results have yet to be shown in the mohair and woollen markets, the importance of which is known. . . . It is pleasing to note the slow but continuous recovery of silk culture in the region of Broussa and the stability in the production of cotton in the Adana district. In certain respects the fresh and considerable decrease in the production of tobacco may be regarded as advantageous. It facilitates the liquidation of old stocks and tends to relieve the post-war crisis. . . .

The unfavourable results of the agricultural compaign reduced still further the weak purchasing power of the country population, who are the real consumers of imported articles. In normal times piece goods are the chief import. These in particular remained a heavy market, although the trade, at great sacrifices, succeeded in reducing the excessive stocks resulting from too generous credits in the past. The mistakes made have been costly, and bankruptcies in Stamboul, which in 1927 numbered 28, rose to 72 in the year 1928. . . .

The customs statistics reflect the seriousness of the situation and its influence on foreign exchanges. For several years past the total of imports and exports shows a constant decrease. From 434,000,000 Turkish pounds in 1925 it fell to 421,000,000 in 1926 and to 370,000,000 in 1927. . . .

In the order of public finance I am glad to record the progress accomplished since the installation of the new régime in the establishment of the budget and the organization of the Treasury. For the year 1928-29 the budget has been balanced, without new fiscal charges, at 207,000,000 Turkish pounds. . . .

It is estimated that the recent tariff legislation passed by the National Assembly, and which will come into force on October 1, will form another factor that will contribute to a further decline in Turkey's foreign commerce, as this legislation is of such a nature as to render prohibitive the importation of several commodities which find under the present tariff a relatively good market.

TURKISH TARIFF ON FLOUR

With reference to the information in *Commercial Intelligence Journal* No. 1317 (April 27, 1929), page 666, respecting the Turkish tariff on wheat flour, Mr. L. J. H. Turcot, Canadian Trade Commissioner at Athens, cables that the duty on wheat flour entering Turkey after August 31 became 1,425 piastres (approximately $6.90 Canadian) per 100 kilograms, for all countries. The duty as from October 1 is 950 piastres (approximately $4.60) per 100 kilograms, for all countries.

NEW PAPER FACTORY IN CHILE

The Government of Chile, pursuing its policy of fostering national industries, is lending financial assistance to a project for another paper factory, bringing the number of active mills up to five, says Reuter's Trade Service. The mills now in operation show an investment of 9,000,000 pesos in paper and 1,900,000 pesos in cardboard production, but of the 22,000,000 tons of paper and cardboard consumed annually less than half are home-produced. It is pointed out that the 30,000,000 pesos going out of the country yearly for paper might well be saved; and a Government inquiry has proved that an export trade with adjoining states might be built up. In the southern provinces of Bio-bio, Cautin, Valdivia, Chiloe, and the territories of Aysen and Magallanes large supplies of pulp and coal and abundant water-power and railroad transportations are available. It is expected that the revised import tariffs will include increased duties on printing paper, of which 15,418,446 kilograms, valued at 8,882,306 paper pesos, were imported during 1927, and paperboard, largely received from Canada (11,626 cwt.).

TRADE CONDITIONS IN THE UNITED KINGDOM

Harrison Watson, Canadian Trade Commissioner

London, October 1, 1929.—Although the record spell of fine weather which has prevailed since last May has provided a special temptation for a prolongation of holiday-making, the annual season of leisure and inactivity may be said to have terminated with the advent of October.

While August and September were devoid of any development or incident of particular importance, it would appear that trade and employment have been satisfactory in comparison with the quiet seasons of recent years, and in fact in certain directions have shown improvement. Indeed, the autumn opens out with trade proceeding on an even keel, accompanied by definite indications of greater activity in particular directions, and also in certain industries.

Unfortunately, the existing financial situation is far less favourable. It was inevitable, however, that the insensate speculation on the Stock Exchange which attained such unwieldy dimensions last year must have its aftermath.

For some time past the possibility of a further advance in the bank rate has clouded the atmosphere.

The gambling which has been going on in the American and home markets and elsewhere has caused a serious and steady withdrawal of gold from the Bank of England for export. Moreover, it has caused the rates of exchange to work unfavourably. It was therefore felt that a drastic remedy for the situation was necessary unless it righted itself. Consequently, while the advance in the bank rate to the high figure of 6½ per cent, which has just been announced, was more or less anticipated, its effect is none the less unwelcome, because it is calculated to restrict credit when accommodation is urgently needed in connection with the expansion in trade which has set in and also for the rationalization of industry which is now in progress in so many directions.

Reference has already been made to signs of improvement in several branches of trade. A leading example is the coal industry, where production has been well maintained and export trade has expanded. The situation in iron and steel is also encouraging. The production of pig iron has been increasing month by month, and the various sections of the iron and steel industry have been correspondingly active. Cotton has continued to provide a black spot which was intensified by the recent stoppage in the Lancashire mills. Moreover, the resulting situation is partly responsible for the less satisfactory conditions which have developed in the woollen and other branches of the textile trade.

The overseas trade of the country during the holiday season has also been without any special feature. Moreover, judged by figures alone, the values for the first eight months coincided with those of the same period in 1928 to a remarkable degree. Imports are almost identical, and the small advance in the value of British exports just exceeds the decline in re-export trade, which has been a prominent feature of the present year. Actually, however, the slight falling off which has taken place in the wholesale prices of a number of commodities creates a balance in favour of 1929.

From a Canadian point of view, the continuation of the divergence of views between the Wheat Pool and European importers as to the price of wheat is disquieting. The results are exemplified by the fact that, although the quantity of wheat imported in August from all sources rose by over 1,200,000 cwt., receipts from Canada dropped by nearly 1,000,000 cwt. Furthermore, for the eight completed months imports of wheat from Canada receded from 25,349,789 cwt. in 1928 to 20,816,221 cwt. in 1929, while arrivals from the Argentine advanced from 19,494,178 cwt. to 24,503,542 cwt.

Simultaneously, imports credited to the United States (although consisting partly of Canadian wheat) fell from 15,212,553 cwt. to 13,676,871 cwt. The quantity supplied by Australia rose from 8,173,481 cwt. to 10,235,828 cwt, and "countries unenumerated" provided an addition of over 1,200,000 cwt.

As receipts of wheat from all sources marked a slight advance—from 70,591,786 cwts in 1928 to 71,357,145 in 1929—it is obvious that the grain trade of the United Kingdom is replacing supplies usually obtained from Canada by purchases from competitors.

The progress of events in the near future is being viewed with considerable curiosity. It is known that several of the European countries have enjoyed bountiful harvests, and in some cases a yield above home requirements. One development which is causing lively interest and some apprehension among the farmers of the United Kingdom is the offering of considerable consignments of this year's German wheat at prices delivered in this country which are stated to be below the cost of profitable production in Great Britain. This opportunity is provided by legislation by the German Government whereby shippers are permitted to import free of duty a compensating quantity of foreign wheat for every bushel of German wheat which they export.

ECONOMIC CONDITIONS IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, October 1, 1929.—Pending the recovery which is usually experienced in the fall months, there has been no very marked change lately in the position of a number of trades affected by seasonal influences. The increased activity of the coal, iron and steel industries of Northern England has been maintained during the past month, but an uncertain outlook in regard to employment and output has continued in the two staple textile trades of cotton and wool. The rise of the Bank of England rate of discount from 5½ to 6½ per cent announced on September 27 was not unexpected, and while of course this will result in dearer money for manufacturing operations throughout this great industrial area, the step taken was considered necessary in order to check the great flow of gold from this country. Among the various reasons given for the heavy shipments of gold this year from Great Britain are industrial and speculative activity in the United States, German demand for capital, and the recall by French banks of gold stocks in London.

The export coal trade of Northumberland and Durham counties has been hampered during September by the irregularity of shipping, which has created temporary stoppages in certain collieries and also resulted in accumulation of stocks. On the other hand, while the general position is somewhat uncertain until the question of hours and wages throughout this industry is more definitely settled, coal owners in the Northeast Coast area have recently obtained some very substantial contract business for next year, including an important order for supplying the Belgian state railways. The demand for coke for export continues strong, and in addition there has lately been a growing domestic inquiry for blast furnace and foundry cokes.

The situation in the Lancashire cotton trade has shown little change during the past few weeks. Considering the difficulties that have so long been hanging over this great staple trade, no spectacular and sudden change for the better can be reasonably looked for. Since the conclusion of the recent wages dispute overseas inquiries, particularly from India, seem to have been a little more active, but generally speaking spinners in the American section of the trade turning out the coarser yarns have continued to be faced with overproduction. A certain amount of reorganization among various groups of cotton mills is understood to be slowly taking place. Meanwhile, the cotton trade as a whole

is admittedly still seriously depressed, and considering the importance of this industry to Lancashire and the North of England generally, it will be realized that a great deal of the business activity of this whole area is adversely affected.

It was hoped that the low level of wool prices this season would enable Bradford manufacturers to reduce production costs and thus be better placed to meet Continental competition. Unfortunately, the outcome of the wages negotiations in this industry is still uncertain and this has been hampering new business.

The seasonal demand for general lace goods is developing satisfactorily, and reports from Nottingham indicate that demand is fully up to the corresponding period of last year. The curtain section is also busy, with most machines now operating at capacity.

Production of iron and steel in most of the important producing areas has continued on a large scale during the past month. It is reported that contracts for pig iron have already been placed with Middlesbrough firms over periods well into next year. At Sheffield the demand for basic steel—which represents approximately half the total output of that district—continues very satisfactory.

Although the output of cutlery at Sheffield continues on a large scale, quite a number of individual firms do not seem to be well employed. Lately a more encouraging feature among Sheffield industries has been an improvement in the demand for scissors, a trade in which English manufacturers have had to compete against keen competition from Germany.

The actual tonnage output and number of vessels launched from Tyneside shipyards for the first eight months of this year show a decline from 1928. On the whole, however, shipbuilding is fairly active on the Northeast Coast generally. Shipyards on the Wear have been much busier than at the corresponding period of 1928. Several new orders have been placed and the general feeling is optimistic. Marine engineering firms of this district have been satisfactorily employed and the ship-repairing industry has been busy.

On the whole, employment in the engineering trades throughout Northern England has been fairly well maintained. A large volume of work has been turned out lately for road transport services for domestic use and for export. Machine tool makers have been continuously busy and electrical engineers on the whole well employed. The domestic branch of the textile machine industry has been dull owing to the state of the Lancashire cotton trade, but export trade has been fairly busy. Constructional engineers have had a good deal of work during the past month or so, but new business has not been coming in as rapidly as was expected in recent weeks. Locomotive and railway equipment firms have been well engaged both with home and overseas orders.

BUSINESS CONDITIONS IN SCOTLAND

G. B. Johnson, Canadian Trade Commissioner

Glasgow, October 4, 1929.—Clyde shipbuilders launched during September only ten vessels of 27,970 tons. These, however, made a total for the nine months of 160 vessels of 401,000 tons, which was a fair average for the period.

Considerable interest has been aroused at the result of the round voyage of a new cargo steamer using pulverized coal. The steamer concerned, the *Berwindlea,* was built this year by the Blythswood Shipbuilding Company of Scotstoun, Glasgow, and the coal pulverizing and firing plant fitted into the vessel by a Gateshead-on-Tyne firm. On her maiden voyage from Glasgow to Marseilles and back in water ballast, the *Berwindlea* averaged a speed of 10·64 knots, with a coal consumption of 24·9 tons per day. On returning to Glasgow the vessel was dry-docked, loaded with 6,700 tons of cargo for Montreal, and despatched within eight days of arrival.

The British railways are turning their attention to the use of steel sleepers (ties) instead of wood. On certain sections of their main lines the London,

Midland and Scottish Railway (one of the main routes from Scotland to the South) has begun laying steel sleepers on short sections for experimental purposes. The sleepers, which are of a new type, require no separate chairs, which form part of the sleepers themselves. The London and North-Eastern are to carry out similar experiments on their Scottish lines.

Business in the home market for Irish linens has improved very materially, irrespective of the usual seasonal activity for the Christmas trade, and there is every prospect that orders will accumulate on a larger scale and will continue to the end of the year. Prospects also for a better demand from the United States for dress linens are decidedly encouraging. The United States market for household linens is slow, but there has been a fair turnover for Dominion and export accounts generally.

The rise in the bank rate from 5½ to 6½ per cent, following a heavy drain of gold to the United States, France, and Germany, must tend to have a restrictive influence on business enterprise. On the other hand, the crisis occasioned by the Hatry collapse, with which the rise in the bank rate has had little or nothing to do, does not seem likely to affect the industrial situation, whatever repercussions it may have in purely financial quarters.

SOUTH AFRICAN COPPER DEVELOPMENTS

Important copper discoveries, favourably regarded by experienced engineers, have been made in the north central part of Northern Rhodesia, adjoining the rich copper area of the Union Miniere du Haut Katanga, just south of the border of the Belgian Congo. It is estimated that when this region is fully developed it will have a production of 400,000 tons of copper annually from five properties alone.

Capital for the development of the Northern Rhodesian mines has been readily forthcoming, and it is estimated that something approximating £12,000,000 will be expended during the next three or four years on power plant, metallurgical and mining equipment. Equipment capable of handling 5,000 tons of ore daily is being installed at the Roan Antelope mine, where operations will begin. When this plant is installed it is expected that it will be followed by the erection of a second 5,000-ton unit, and it is anticipated that ore will be treated throughout the country by 5,000- or 10,000-ton installations.

The establishment of a new commercial centre will probably be at N'Pola or Broken Hill, from which point the new mines will be supplied and served. Some South African engineering houses are already active in the field. It is reported that firms which supply the Rand gold mines are also receiving orders owing to the fact that many of the requisites for copper mining are identical with those of gold and other classes of mining.

SPAIN AS A PRODUCER OF COTTON AND TOBACCO

Spain in recent years has become a producer of cotton, says the London *Times Trade Supplement*. Her average consumption is about 350,000 bales (80,000 tons), representing over £10,000,000 paid to foreign nations. Spain's production has not yet reached 1,000 tons for 30,000 acres sown, that is to say about 1 per cent of her requirements, but it is increasing steadily from year to year. Customs duties on raw cotton are less than 2 centimos per kg., while on yarn and cloth anything up to 6 or 9 pesetas respectively per kg. is levied. For a variety of reasons, but chiefly because of the price of land, cotton growing in Spain can prosper only under strong protection.

Tobacco is also a plant which should be grown more extensively in Spain. While Spain possessed Cuba there were reasons why tobacco-growing at home should be discouraged. But at present, with a tobacco monopoly in force, it should be possible to supply the market with home-grown tobacco.

ECONOMIC CONDITIONS IN JAVA AND MALAYA

Geo R. Heasman, Acting Trade Commissioner

Dutch East Indies

Batavia, September 3, 1929.—Trade returns of the Dutch East Indies up to the end of May continue to show an increase over the same period last year. The value of imports rose 12·4 per cent and total trade 1·9 per cent, while exports declined 5·2 per cent. The import and export figures in thousands of guilders for the period January to May inclusive are as follows:—

Imports			Exports			Total Trade		
1928	1929	Inc. or Dec.	1928	1929	Inc. or Dec.	1928	1929	Inc. or Dec.
406,170	456,644	+50,474	604,983	572,304	−31,679	1,010,153	1,028,948	+18,795

Although the value of exports declined, the quantity increased by 18·6 per cent, which discloses a further decline in the price level of the export commodities from the Dutch East Indies.

In Brussels recently an international agreement has been signed to restrict the production of sugar with the object of improving the price. In London representatives of 167 tin producing companies have formed a tin producers' association with the same object. Dutch producers, however, have so far refused to join in any agreement for the artificial regulation of commerce.

The industries of the Netherlands East Indies are among the best situated with regard to production costs. They are also in a strong position in other respects so that private industry is able and prepared to bear a slump without great difficulty.

There is another factor which places the Dutch East Indies export trade in a very competitive position, and that is its geographical situation. Neighbouring countries are big purchasers, especially of Java sugar.

Shipping returns are good with abundant freights. A reduction of the freight tariff is anticipated due to the declining price level of export commodities.

Japanese competition is growing. With the Chinese boycott abolished, imports from Japan are increasing enormously. Japan has not only taken the lead as regards rough and unbleached qualities in the piece goods trade, but even Dutch and English medium qualities (bleached and dyed cotton goods) run the risk of being completely eclipsed by the Japanese products in these markets. The same remarks apply to many commodities in the cheap metal lines.

The outstanding event in the money market was a recent increase in the Java Bank discount rate from 4½ to 5½ per cent. An adjustment was necessary in order to avoid a flow of gold and other disadvantages. The immediate result has been to tighten up the money supply and slow up the share market. The exchange rates are steady with exceptional firmness being shown in the yen.

In the commodity market the rubber position shows some improvement. Present indications point to production and consumption about balancing. A better market for sugar also prevailed during July and August. The price of coffee is still declining due to the large world supply, while tea continued its steady decline since the beginning of the year. The tin market is steady and has a rising tendency due to the formation of the tin producers' association mentioned above.

Malaya

Trade conditions in Malaya are still improving. Compared with the same period last year, figures for the first six months of 1929 show that exports increased 12·9 per cent and total trade 5·3 per cent. Imports show a decline of 1·6 per cent. The total value of merchandise imported and exported to and from British Malaya in thousands of Straits dollars is as follows:—

	1928	1929	Inc. or Dec.
Import—			
June	75,830	73,157	— 2,673
Cum. Jan.-June	451,709	444,586	— 7,123
Export—			
June	57,135	68,367	+11,232
Cum. Jan.-June	409,654	462,523	+52,869
Total Trade—			
June	132,965	141,524	+ 8,559
Cum. Jan.-June	861,363	907,109	+45,746

Imports, as forecast early in the year, show a decrease. The increase in exports is due more to heavy shipments of rubber and tin, the two main export commodities than to any improvement in price. The remaining six months of 1929 will unlikely show any improvement in imports and the year will probably end with a decrease of two or three million dollars from 1928. This is due chiefly to the policy of economy adopted by the estates. With prices at their present low level, every effort is being made to reduce costs, while capital expenditure is limited to necessities.

The annual report of the Colonial Secretary of the Straits Settlements and similar reports from the other States in Malaya show that the general financial condition of the country is believed to be sound and that Malaya is moderately well-off.

MARKET FOR WATER METERS IN NETHERLANDS EAST INDIES

J. C. D. Ockerse, Office of the Trade Commissioner

(Note.—One guilder or florin equals 40 cents)

Batavia, August 30, 1929.—The principal cities of Java and Sumatra such as Batavia, Semarang, Soerabaia, Bandoeng, Padang, and Medan all have a modern water supply system using thousands of water meters. The smaller towns in Java and in the Outer Islands are dependent for their water supply on rain water, or on artesian wells from which the water is carried in pails suspended on each end of a yoke or "picul" and stored. Hydrams are also used in some parts of the territory.

NUMBER OF METERS IN USE

It is difficult to estimate the number of water meters imported into Java as they are grouped under the one heading, "Electricity, gas, and water meters," in local statistics. It is also difficult to estimate the total number of water meters in operation, but the following meters were or are in use in the city of Batavia, and this gives some idea of the rate of increase: 1922, 4,737; 1923, 5,750; 1924, 6,757; 1925, 7,661; 1926, 10,336; 1927, 14,290; 1928, 16,520; July 31, 1929, 17,286.

The population of Batavia is approximately 1,300,000, of which 35,850 are Europeans, 98,400 foreign Orientals, and the balance of approximately 1,165,750 Javanese or other natives.

The average native does not enter into an estimate of a possible consumer, as only a small number would avail themselves of facilities offered by water departments. It is to the Europeans and foreign Orientals (mostly Chinese) that the modern water supply system generally appeals.

TYPES OF METERS IN USE

Both the nutating disc and the oscillating cylinder types of meters are in use. They are nearly all of Continental make. Among these Aster (French), and Bopp & Reuther, Pipersberg, Meinecke, and Simens-Halske (German) are the best known. The first three are of the oscillating cylinder type; the latter two have the nutating disc.

It has been found that the nutating disc type is not suited under local conditions as it is more liable to wear and tear than the cylinder meter.

One of the factors that will decide in favour of a meter in this country is its accuracy in measuring extreme low rates of flow. Water is expensive and consumption much higher than in European countries.

The average household in Java uses from 20 to 60 cubic metres (4,400 to 13,200 imperial gallons) of water per month for bathing, washing, and drinking purposes. Rates vary from 20 to 30 guilder cents per 1,000 litres. The average house has a bathroom in which a cemented or tiled water-trough is built containing from 20 to 80 gallons of water Between 15 and 20 gallons is used each time a bath is taken, which happens twice a day To keep the water bill as low as possible some people resort to all sorts of means, one of which is opening the water tap just sufficiently to allow a little more than a drip. A meter must therefore register the lowest possible minimum, otherwise the municipality stand to lose.

SPECIAL REQUIREMENTS OF METERS

Specifications covering construction of the cylinder-type water meter may vary slightly in detail for the different water departments, but the following may be taken as standard for use under local regulations.

The meters must be of the so-called " wet " type, with oscillating cylinders. The clock mechanism is submerged in the water-flow, while the meter has a " wet " dial. Details for the various size meters are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms.

All moving parts of the gear train must be of nickel, brass, or white metal, and the gear and volume chambers of brass. The screen must be of brass or white metal, but in no case should it be of celluloid.

Every meter must have the manufacturer's name clearly embossed on the case.

Reference to the Bopp & Reuther cylinder meter (made in Germany), with which Canadian manufacturers may be familiar, will show the type of meter most suitable for this market.

PRICES

Continental makes so far hold the market on a price basis. For the half-inch size water meter average wholesale prices have ranged between $6 and $9 (gold). These prices include a 12 per cent ad valorem import duty, to which must be added statistical duty ($\frac{1}{4}$ per cent ad valorem), handling and hauling charges, while a profit margin for the agent or importer of say 10 per cent should also be included.

To be of any interest quotations should be such as to enable a local firm to tender the article at a price of about $9 (gold). The c.i.f. quotations should therefore not be higher than $7 (gold).

METHOD OF PURCHASE

It is customary for water departments in this country to call for tenders from local firms handling water meters. The lowest quotation is not always accepted, as other factors are taken into account such as design, facilities for delivery and service.

When a tender is submitted a test meter of each of the types offered must be supplied bearing the factory seal (intact). Where inspection of the internal construction is considered expedient the factory seal will be broken.

To be eligible for inspection, the tenderer must have a standard sample gauged by the Government Inspector of Weights and Measures, and accompanied by a certificate to that effect.

MARKET PROSPECTS

With perhaps one or two exceptions, water meters in this country are purchased by municipal and Government water departments. The water supply in the city of Medan, east coast of Sumatra, is taken care of by a private company (Waterleiding Mattschappij "Ayer Beresih").

Prospects for water meters in Netherlands India depend principally on the growth of the population in the cities which have already a water supply system. A program of sanitation contemplated by the Government will involve the extension of waterpipe lines in native city districts over a period of several years, and for Batavia alone the number of operating meters has been estimated at a monthly increase of about 100.

As new areas are opened up in agricultural centres of the Netherlands East Indies archipelago, fresh possibilities will be created. Cases in point are the cities of Pontianak (West Borneo), Palembang (Southeast Sumatra), Bencoolen (Southwest Sumatra). Up-to-date water works are under contemplation by the Government for Pontianak in the near future; a total expenditure of $160,000 (gold) has been approved for distribution over a period of four years. The municipality board of Palembang have voted the necessary funds for the construction of a water supply system. This is likewise the case with the city of Madioen in Middle Java.

Both for the Dutch portion of the island of Borneo and for Sumatra it is safe to predict that within the next ten years water supply systems will be added as these countries develop.

Immediate prospects for water meters, however, should make it worth while for Canadian manufacturers to be in the market, assuming that they can offer competitive prices and comply with local conditions and requirements.

Canadian manufacturers who are seriously contemplating entering this market would be well advised to communicate with the Trade Commissioner at Batavia. It is essential that full particulars covering quotations c.i.f. Java ports, or at least f.o.b. Atlantic seaboard, shipping weights and measurements, etc., be given in the first instance, with a liberal supply of literature to be distributed among likely prospects in the different parts of the territory covered by the Batavia office.

MARKET FOR FRESH APPLES IN HONGKONG AND SOUTH CHINA

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, September 7, 1929.—There being no actual statistics published in Hongkong covering imports of fresh apples, the only available figures are those based on information obtained through investigations among the leading importers of this commodity. Estimates place the yearly trade in imported apples into Hongkong at from 40,000 to 50,000 cases valued at from G$80,000 to G$125,000.

SOURCES OF SUPPLY

This trade, to the extent of 95 per cent, is controlled by United States exporters who ship regularly during nine months out of twelve, beginning about the middle of August and continuing until the end of April. Early shipments emanate from California and in later months from Washington and Oregon.

Australian growers also ship to the Hongkong market, but in only limited quantities, their shipments arriving here during the earlier months of the year. Owing to high freights and infrequency of steamer service no serious competition is met from this source.

Supplies also arrive from Chefoo in North China, from June to August of each year. Inquiries made among importers and dealers show that supplies from this source are of an uncertain quantity; no shipments of any size have been received from this port during the present year.

IMPORTS FROM CANADA

Canadian growers have up to the present time taken no active part in the export trade of fresh apples to Hongkong. Dealers report that there have been very few, if any, direct shipments of the commodity from Canada to Hongkong in the past, and that Canadian apples are almost unknown in this territory. It is believed that this statement is correct, and that a few cases brought into Hongkong from time to time by Chinese members of crews of steamers operating directly between Vancouver and Hongkong have constituted the whole of the trade. For the greater part these apples have been distributed amongst various smaller dealers for sale on a commission basis. It will readily be seen that, owing to the cases being carried in the crew's quarters instead of in proper refrigerated space, the apples must have arrived in a more or less deteriorated condition and have naturally been far from representative of the Canadian product. These occasional shipments brought out by individuals who are in no way interested in the possibilities of creating a regular market have tended to give both the wholesale purchaser and the average buyer an erroneous impression regarding the standard quality of Canadian apples.

MARKET CHARACTERISTICS

The local apple trade is carried on both with Europeans, of whom there are approximately 14,000 in Hongkong, and the wealthier and middle-class Chinese, who are regular purchasers of this commodity. Based upon a consuming population of 75,000, and having regard to the fact that the supply of fresh fruits in Hongkong is strictly limited by the lack of cheap storage as well as by numerous deficiencies in both quantity and quality of local supplies, and that the Chinese population is every year consuming more imported apples, there would appear to be every possibility that the market may show considerable development.

In inaugurating a market for goods such as these, which have previously been unknown in Hongkong, the requirements of importers must be carefully studied and every inducement in the way of terms offered, even to the extent where business may be done at little or no profit for a short period.

Importers and dealers are reluctant to place orders for a product that they have not hitherto handled. For this reason exporters should be prepared to ship small trial orders on consignment to importers who are interested in doing business in this commodity and through whom good results could reasonably be expected. Once the product has become fairly well known, it should no longer be necessary to forward on consignment nor would this be asked by local importers.

One of the essential factors in establishing various grades and varieties of any fruit in this market is the adoption of a distinctive trade mark. This should be of a type that will appeal and would be easily recognized and remembered by the less intelligent fruit dealers. When first put on the market this trade mark will naturally be strange to these retailers who would have to be persuaded by the importer or his broker to give them a trial order. If the apples are found to be satisfactory in quality, regular orders could be counted on from such sources.

AREA OF CONSUMPTION

Approximately 60 per cent of the apples imported into Hongkong are consumed locally, the remainder being transhipped to Singapore, to Bangkok, and to various South China ports. The market in Canton is comparatively small, but may be expected to show a steady increase.

METHODS OF SALE

There are in Hongkong a few foreign and Chinese importers and dealers who purchase supplies direct from exporters and sell to the retail fruit stalls, of which there are some three or four hundred. Importers receive regular price quotations either by letter or cable from overseas exporters. These are broadcast by brokers in their employ, who canvass the retailers and book advance orders at prevailing rates. In this way the importer is able to regulate his supplies to the requirements of the market.

QUALITY AND PRICE

There appears to be no particular preference for any one variety of apple in this market, provided that the flavour and colour are fair and the fruit will retain its firmness under indifferent storage conditions. The quality must compare favourably with that of the United States product to which the market is accustomed.

The average price of United States apples at present being imported into Hongkong is from G$2.25 to G$3.25 per case.

PACKING

The number of apples per case as preferred by the Chinese dealers is from 160 to 180, although occasionally there is a decided preference for 200 to 225. These are packed in standard size boxes of a net weight of 40 pounds.

INITIAL SHIPMENTS

Owing to the general requirement of the local market that samples must be provided before orders are made up, it is suggested that Canadian apple exporters who would be prepared to ship small quantities on consignment give the matter their immediate attention. Several dealers have signified their willingness to handle any such shipments and would be interested in hearing from Canadian exporters, either directly or through this office. A list of such firms is on file in the Department of Trade and Commerce, Ottawa.

ELECTRICAL DEVELOPMENT IN AUSTRIA

In spite of the extreme depression and the collapse of the country's financial structure following the war, development of the water-power resources has proceeded rapidly in Austria during the past few years. The extensions put into operation since 1918, consisting of 379,422 horse-power of plant, exceed the entire installed rating before that year. In addition, 484,010 horse-power was under construction on January 1, 1929, bringing the total for the country to 1,191,502 horse-power. The allocation of the 237,491 horse-power in industrial plants is as follows: aluminium, carbide, ferro-silicon, and other chemical products, 67,744; wood, pulp, and paper, 74,866; mining, machinery, and metal industries, 58,055; construction materials, glass and glassware, 10,500; and textiles, 26,326. Approximately one-half of the 11,487 km. of transmission lines completed or under construction on January 1, 1929, was for operation at 10 kilo-volts or less, a little more than one-quarter for 10 to 20 k.v., about 10 per cent for 20-40 k.v., and the remainder for higher voltages. Fully 75 per cent of this transmission line was constructed after 1919.

ITALIAN PAPER INDUSTRY*

A. B. Muddiman, Canadian Trade Commissioner

II. Market Notes—*Continued*

WAXED PAPER

This is manufactured in rolls. Widths are 75, 90, 100 and 120 cm., and the length generally 50 metres. Weights are from 50 to 80 grams per square metre. Packing is in bales which contain three rolls each. The wholesale price, when made with pure cellulose, is 0·40 lire per square metre, while for the poorer qualities, made with woodpulp, the wholesale price is 0·35 lire.

Italy produces this paper in sufficient quantities to satisfy the demand, but in any event it would be impossible for Italian buyers to import on account of the high duty.

WALLPAPER

This has been dealt with in a special report which appeared in *Commercial Intelligence Journal* No. 1280 (August 11, 1928).

WRAPPING PAPER

This paper is made in Italy on a fairly large scale, but the consumption, relatively to some other countries, is not large. Italians generally take a large market basket with them when shopping, and into this are put all purchases. Paper is rarely used for wrapping up bread. Italy not only supplies a large part of the domestic trade in wrappings, but also exports. Paper is required in preparing Italian textiles for export, and the felt hat industry uses a very appreciable amount of tissue. Limited though the national market is, however, the greatest need is for the internal trade of the country.

The size of the sheet generally requested is 75 by 100 and 100 by 150 cm., the latter being the most used. The weights are 38/40, 45, 50/55, 60/70, 80, 100 to 120 grams per square metre.

This paper is classified as mill finished (unglazed); and mill glazed, with fine or broad stripes. The wholesale price for wrapping paper made in Italy is from 280 to 290 lire per quintal. This price includes the octroi of 25 paper lire per quintal. The wholesale price of the German product—said to be the best quality on the Italian market—is from 320 to 350 lire per quintal. For Czechoslovakian paper the wholesale price, including import duty and octroi, is from 320 to 325 lire per quintal.

Calendered paper (on both or on one side) is manufactured only in sheets and the size most in demand is 75 by 100 and 100 by 150 cm. The weight is from 50 to 120 grams per square metre. The paper may be white or coloured, the quality most in demand on the Italian market being that made from spruce and larch. For this type the wholesale price is from 200 to 400 lire per quintal.

Wrapping paper is packed in wooden frames of 100 to 125 kg. each; it is not put up in reams. Italy imports this chiefly from Holland, Sweden, and Germany, but the type most in demand is made in Italy.

The wrapping paper required may be divided into the following categories:

(1) Containing a large amount of wood. This type weighs from 40 to 160 grams per square metre and costs 165 to 175 lire per quintal c.i.f. Italian frontier. This is the most general type in use.

* The first part of this report was published in No. 1337 (Sept. 14, 1929), and covered manufacture in Italy, imports and exports, and types and sizes in use; and the second in last week's issue.

(2) Containing little wood. This type weighs from 18 to 160 grams per square metre and is quoted at from 175 to 190 lire per quintal c.i.f. Italian frontier. This is for naturally coloured paper. If pale colours are desired, an additional 10 to 30 lire per quintal is charged, and if bright colours are wanted, the price is 30 to 50 lire per quintal more.

(3) Unbleached pure cellulose, woodfree. This type of wrapping paper weighs from 18 to 160 grams per square metre and costs from 250 to 380 lire per quintal, according to weight and fineness. The thin white wrapping paper used in the hat industry weighs from 18 to 19 grams per square metre and costs about 380 lire per quintal c.i.f. Italian frontier. This wrapping paper is principally white.

(4) Oiled paper and tissue paper. The oiled papers, known as "Pergamyn", are used to a fair extent by provision shops and by the best cake and candy retailers. The weight is 40 grams per square metre and the cost is from 346 to 426 lire c.i.f. Italy. Tissue papers of various colours weight 18 to 19 grams per square metre and cost from 550 to 670 lire per quintal. They are made almost exclusively in sheets of 100 by 150 cm. or in rolls of 100 cm. wide.

WRITING PAPER

This paper, both white and coloured, is manufactured in sheets of 46 by 59 cm.; weights 55, 60, 65 and 70 grams per square metre. It is packed in reams (500 sheets), weighs 7 kg. if the paper is 55 grams per square metre, 8 kg. when the weight is 60 grams, 9 kg. when the weight is 65 grams, and 10 kg. when the weight is 70 grams. In all cases the water mark, to comply with the custom of the country, must be in the centre of the sheet.

The most common size of writing paper is 46 by 59 cm., while the weight ranges from 30 to 73 grams per square metre. Paper is manufactured both with and without a watermark; the usual mark being " extra strong ". Lighter papers are widely used by Italian firms owing to the high internal postage rates.

Writing paper is also manufactured in the following sizes (in cm.): 46 by 58, 47 by 59, 45 by 57, 58 by 92, 59 by 94, 57 by 90. The paper is generally watermarked.

Tub-sized writing paper is used for ledgers, account books, loose-leaf sheets, etc. It costs about 3·50 lire per kg. This is manufactured in a greater number of sizes than ordinary ledger paper.

Sulphite writing paper—of which the consumption is large—is made on a large scale by Italian manufacturers, and costs from 2·50 to 5 lire per kg. A small quantity is imported from Germany and Austria.

Writing paper which is used for ledgers, etc., is manufactured in Italy on a large scale, and a small quantity is imported from Germany, which can compete in Italy in some types. The sizes are 60 by 80, 64 by 88, 70 by 100, and 80 by 120 cm., the weights ranging from 100 to 140 grams per square metre. The price varies from 3·50 to 6 lire per kg. Reams are from 250 to 500 sheets. Packing is in bales of 100 to 150 kg. The import duty is 12·50 gold lire per 100 kg.

Another type of paper used widely is letter copybook paper. All firms in Italy are obliged by law to keep a daily record of all letters despatched, and therefore the demand for this type of paper is fairly large. The size of the sheets as supplied to importers and wholesalers is 46 by 59 cm., one sheet forming two copybook pages. This paper is very light and thin and is from 18 to 24 grams per square metre.

MISCELLANEOUS PAPERS

Cyanographic.—This paper is manufactured only in rolls; widths are generally 75 or 100 cm. The length ordinarily in request is from 10 to 20 metres, and weights range from 60/65, 80/85, 100/110 grams per square metre. The

wholesale price for both qualities (known as extra rapid and rapid) is on the basis of 750 to 800 lire per quintal. Each roll is packed in tar paper or in wooden cases.

Heliographic.—Manufactured only in rolls, the size being the same as that for cyanographic paper. Weights are from 95 to 100 and 150 grams per square metre. When the paper weighs 95 grams per square metre, the width of the rolls is 100 cm. and the length from 10 to 20 metres. When the weight is 100 and 150 grams, the width of the roll is 75 and 100 cm. The texture of the paper weighing 95 and 100 grams is smooth; that weighing 150 grams per square metre is rough on both sides. Heliographic paper is classified as: paper to be developed with water; paper to be developed with "gallico" acid. The wholesale price is from 1,050 to 1,100 lire per quintal.

India Paper.—India paper is made only in rolls, the width of which is 150 cm., while the length varies according to the requirements of the buyer. Sheets are cut from the roll, the size generally being 70 by 100, 76 by 100, 64 by 88, and 76 by 108 cm. Weights are from 25 to 50 grams per square metre. This paper may be white or cream, but in either case the price is the same.

Although this paper is manufactured in rolls, the demand is nearly always for sheets put up in reams of 500 sheets. It is packed in wooden cases of 100 kg. for export, and in wooden frames of the same weight for the domestic trade. The wholesale price is from 600 to 1,200 lire per quintal. This paper is in good demand.

Decalcomania Paper.—Manufactured in rolls, the width being 50, 60 and 75 cm. and the length from 1,500 to 2,000 metres. When the paper is manufactured, sheets are cut from the roll, the sizes of which are generally 50 by 70, 60 by 80 and 70 by 100 cm. The weight of this paper is normally of 113 to 115 grams per square metre. It is sometimes of 100 grams per square metre, but in that case the width of the roll is 60 cm. It is put up in reams of 500 sheets. The wholesale price is 400 lire per ream.

This paper is used for the reproduction of every type of design on glass, metal or wood; it is also used a good deal for the reproduction of advertising on railway carriages. It is made in Italy, but there is some importation from France, although the price is 200 lire higher than the Italian.

Tracing Paper.—This is manufactured only in sheets, the size usually requested being 40 by 50 and 50 by 70 cm. The weight of the paper is from 18 to 22 grams per square metre. It is put up in reams of 500 sheets; every ream contains 5 packs of 100 sheets. The wholesale price varies from 70 to 120 lire per ream. There is considerable production in Italy, and the demand is rather large.

SAMPLES

The following samples of paper are on file at TC-10-115, Department of Trade and Commerce, Ottawa, and may be inspected by any one interested in the Italian market: music, fruit wrapping, silver, photographic, gilt, billposting, lace, perforated (for silkworms), emery, emery cloth, toilet, wrapping (kraft), paper for decalcomanias, vegetable parchment.

INTERNAL DUTY

There is an internal duty imposed on paper by the Municipality of Milan, which is as follows:—

(1) For common cardboards, light cardboards, and paper of common quality, such as wrapping paper made with straw, common paper for wrapping sugar, etc., the duty is 7·50 lire per quintal.

(2) For fine papers, cardboards and light cardboards of fine quality, the duty is 25 lire per quintal.

Duties are also imposed by the municipalities of other Italian cities. If any exporter wishes to know these, the Trade Commissioner at Milan will be pleased to supply them for the leading cities on direct request.

CONCLUSION

After carefully investigating the market and going into the details of the various papers in use in Italy, the following conclusions stand out:—

(1) The home industry has to import practically all its pulp, except machine made.

(2) It is protected by high duties and only exists on that basis. Customs duties have now prevented Germany from exporting certain cheaper qualities of paper into this market, which they controlled before the war.

(3) The industry therefore depends upon the importation of the raw material and is a protected one.

(4) The market in Italy consumes only the cheaper qualities of paper, and this is very evident in the case of wrappings and writings.

(5) The publishing trade in Italy is small compared with that of England or France, and depends chiefly upon the translation of foreign literature, principally French, therefore the demand for book paper is not, relatively speaking, large. Italian editions de luxe are rare.

(6) Although there is a market for newsprint in Italy, the size of newspapers is small, and the demand is not large. Such as the demand is, the market is almost self-sufficient, although some German paper still persists.

CARDBOARD AND WRAPPING PAPER FOR ITALY

A special inquiry has been received for cardboard and wrapping papers for Italy. Details of this inquiry together with samples may be obtained by interested Canadian firms on application to the Department of Trade and Commerce, Ottawa (quoting file No. 19444).

PATENTS AND TRADE MARKS IN PANAMA

J. A. Strong, Canadian Trade Commissioner

PATENTS

Panama, September 27, 1929.—All discoveries or new inventions of whatever nature of industry may be protected by the owners in the Republic of Panama. Applications may be made personally or by a duly authorized attorney to the Secretario de Agricultura y Obras Publicas, Panama.

The following documents must be forwarded with the application: (1) a detailed explanation in duplicate of the invention or improvement; (2) a drawing in duplicate of same; (3) a legal power of attorney when application is made through a third party; (4) a model of the invention (duplicate) if available.

A patent may be registered for periods of from five to twenty years. The fee is (B.5) five dollars for each year of registration. Registration is made without previous investigation as to usefulness, and the Government does not declare that the petitioner is the true inventor. The rights of the legitimate owner are thus protected and recourse may be taken to the courts to establish claims. Offences under this law are punishable under the penal code of the republic.

TRADE MARKS AND COMMERCIAL MARKS

The owner of a trade mark or commercial mark may acquire the exclusive right to its use by complying with the formalities of registration, which are: (1) the petitioner must apply either personally or through his attorney to the Secretario de Agricultura y Obras Publicas requesting the registration and stating the distinctive sign which constitutes the mark, the product to which it refers and the place of manufacture; (2) specimens of the mark. The registration fee is $25.

The petition is published twice in the official *Gazette* and if no opposition is made within ninety days the mark is granted a certificate of registration. The ownership of a mark is acquired for a period of ten years and may be renewed indefinitely for periods of equal length. The renewal fee is $25. Application for renewal must be made during a period of thirty days before and thirty days after expiration date. A separate petition must be made for each mark.

Powers of attorney conferred in foreign countries must be authenticated by an authorized consular agent in country of issuance. Trade marks may not be registered by foreign firms resident abroad unless it is proven with a true copy of title issued abroad that the mark has been previously registered. The individual or corporation first making use of a mark is the only one entitled to acquire ownership, and registration is made under the exclusive responsibility of the petitioner, so that third party rights are protected. Penalties are provided for persons unlawfully using a mark already registered.

Under a recent court decision it has been declared that all registered marks to be valid must also be recorded in the Mercantile Registry. The fee for registration is (B.3) $3.

NYASALAND'S AGRICULTURAL PRODUCTION

The annual report of the Director of Agriculture in the Nyasaland Protectorate shows that the total area under cultivation by Europeans is 62,230 acres, compared with 60,923 acres at the date of the previous report. Figures are given showing that in the past ten years the area under cotton has fallen from 18,141 to 1,046 acres, while that under tea has risen from 4,433 to 7,596 acres, and that under fibres has increased from 1,281 to 7,863 acres. Comparing 1927 and 1928, tobacco and cotton show reductions of 2,527 and 1,499 acres respectively, while tea and fibres show increases of 526 and 1,581 acres. The value of the agricultural produce (both native and European) exported in 1928 was £668,823, compared with £925,341 in 1927.

The Protectorate's trade returns for the first half of the current year show that imports were valued at only £329,828, against £476,091 in the January-June period of 1928. The chief declines were in railway material, cotton goods, wearing apparel, vehicles, and machinery. Nyasaland's exports between January and June last were valued at £338,324, compared with £371,969 in the first six months of 1928.

JAMAICA BANANA PRODUCERS' ASSOCIATION

The growth of the Jamaica Banana Producers' Association, in point of membership, is as remarkable as the progress of its co-operative marketing program, says the London *Times Trade Supplement.* When the association entered upon the marketing of its members' fruits at the beginning of April, the membership stood at slightly over 6,000 growers. At the end of August the organization had 7,350; and additional growers are coming into the ranks. A shortage of bananas in Colombia has resulted in larger cargoes being sent from Jamaica to oversea markets.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The following is published with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

(*a*) The present and prospective demand for their goods.

(*b*) Foreign and local competition (with specimens, catalogues and prices).

(*c*) Details of best selling methods.

(*d*) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.

(*e*) Specifications of articles in particular demand.

(*f*) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

(*a*) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.

(*b*) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.

(*c*) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

(*a*) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.

(*b*) In the display of catalogues, price lists and samples where they can be seen by potential buyers.

(*c*) As to the distribution of trade literature and its probable cost.

GENERAL

4. (*a*) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.

(*b*) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.

(*c*) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing, and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

(*a*) Terms of credit which may be given to foreign buyers.

(*b*) Financial houses and banks who will discount bills or give credit.

(*c*) Regulations governing the recovery of debts in foreign countries.

(*d*) Disposal of goods abroad contracted for but not accepted by foreign buyers.

(*e*) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

(*a*) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.

(*b*) Details regarding process of manufacture if convenient.

(*c*) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.

(*d*) Bankers' references.

(*e*) The proportion of output which is available for export, time required to ship from receipt of order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING OCTOBER 14

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 14, 1929. Those for the week ending October 7, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending Oct. 7, 1929	Week ending Oct. 14, 1929
Austria	Schilling	.1407	$ .1440	$ .1441
Belgium	Belga	.1390	.1409	.1410
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0299	.0299
Denmark	Krone	.2680	.2699	.2702
Finland	Markka	.0252	.0254	.0254
France	Franc	.0392	.0396	.0397
Germany	Reichsmark	.2382	.2409	.2411
Britain	Pound	4.8666	4.9155	4.9155
Greece	Drachma	.0130	.0131	.0131
Holland	Guilder (Florin)	.4020	.4060	.4067
Hungary	Pengo	.1749	.1768	.1769
Italy	Lira	.0526	.0529	.0529
Jugo-Slavia	Dinar	.1930	.0178	.0178
Norway	Krone	.2680	.2699	.2702
Portugal	Escudo	1.0805	.0454	.0455
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1496	.1470
Sweden	Krona	.2680	.2711	.2711
Switzerland	Franc	.1930	.1951	.1954
United States	Dollar	1.0000	1.0107	1.0112
Argentine Rep.	Peso (Paper)	.4244	.4242	.4244
Brazil	Milreis	.5462	.1202	.1203
Chile	Peso	.1217	.1225	.1226
Colombia	Peso	.9733	.9774	.9778
Mexico	Peso	.4985	.4827	.4827
Peru	Libra	4.8666	4.0431	4.0450
Venezuela	Bolivar	.1930	.1945	.1946
Uruguay	Peso	1.0342	.9930	.9947
Cuba	Peso	1.0000	1.0003	1.0003
Batavia, Java	Guilder	.4020	.4049	.4051
China	Tael	.....	.5571	.5549
India	Rupee	.3650	.3676	.3665
Japan	Yen	.4985	.4813	.4833
Siam	Baht (Tical)	.4424	.4573	.4575
Singapore, Str. Settlements	$	.5678	.5736	.5738
Jamaica	Pound	4.8666	4.9098	4.9172
Barbados	$	1.0000	$1.01\frac{3}{4}$—$1.02\frac{3}{4}$	$1.01\frac{7}{8}$—$1.02\frac{7}{8}$
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	$1.02\frac{1}{2}$—$1.02\frac{43}{64}$	$1.01\frac{3}{4}$—$1.03\frac{1}{64}$
Martinique	Franc	.0392	.0396	.0396
Guadeloupe	Franc	.0392	.0396	.0396

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

843. Cheese.—A firm of importers at Newcastle are interested in receiving direct offers from Canadian shippers.

844. Flour.—A commission agent in Camaguey, Cuba, wishes to represent Canadian millers of wheat flour in this country.

845. Flour.—A commission agent in Panama desires quotations on flour, c.i.f. Panama and Colon.

846. Potatoes.—An importer in Panama desires quotations on potatoes c.i.f. Panama.

847. Canned Salmon.—An importer in Panama is desirous of having quotations c.i.f. Panama City on canned salmon, chums and pinks, also reds.

848. Canned Lobsters.—A Verviers (Belgium) firm desire to hear from Canadian exporters of canned lobsters. Prices should be c.i.f. Antwerp.

849. Canned Lobsters.—An Antwerp firm wish to hear from Canadian exporters of canned lobsters. Prices should be c.i.f. Antwerp.

850. Codfish.—A commission agent in Camaguey, Cuba, wishes to represent Canadian exporters of salted codfish and canned fish of all kinds.

851. Canned Goods.—A firm of provision merchant in Vienna, Austria, are desirous of receiving offers from Canadian exporters of all kinds of canned fish, canned fruits, and other provision lines.

852. Peas, Bean, Lentils, Vetches, etc.—A firm in Hamburg, Germany, desire to get in touch with Canadian exporters of the above products.

853. Dried Apples.—An agent in Hamburg, Germany, would like to act as representative for Canadian exporters of dried apples.

Miscellaneous

854. Wicker Furniture.—A commission agent in Colon is desirous of securing the representation of manufacturers of wicker furniture.

855. Wrapping Paper.—A commission agent in Panama is desirous of securing the representation of shippers of wrapping paper; quotations c.i.f. Panama City.

856. Paper Bags.—A commission agent in Panama is desirous of having quotations an paper bags (kraft).

857. Paper.—A commission agent in Havana desires to sell, on a commission basis only, newsprint, crome, bond and writing papers.

858. Newsprint.—A firm in Panama are interested as buyers in having quotations c.i.f. Panama City on newsprint.

859. Rubber Goods.—A firm of commission agents in Panama desire to secure representation for rubber goods, shoes, etc. Quotations c.i.f. Panama.

860. Wallboard for West Africa.—A North of England trading house, operating their own branches throughout West Africa, is open to consider offers of wallboard from Canadian manufacturers. Full details with prices and samples are required.

861. Elm Hoops.—A Liverpool firm specializing in the importation of cooperage stock are open to consider offers from Canadian manufacturers of flat coiled elm hoops in lengths as follows: 5, 5½, 6, and 6½ feet. Quotations desired per 1,000 hoops c.i.f. Liverpool.

862. Elm Hoops.—A North of England firm of cooperage importers are open to consider Canadian quotations on flat coiled elm hoops for slack cooperage. Quotations desired per 1,000 hoops c.i.f. Liverpool.

863. A commission agent in Havana desires representation of Canadian tanners for all kinds of shoe leathers, especially patent and calf leathers.

864. Manganese Dioxide.—Dutch firm wish Canadian quotations on high-grade manganese dioxide.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Southampton.—Empress of Scotland, Canadian Pacific, Oct. 31.

From Montreal

To Avonmouth.—Kastalia, Nov. 2; Salacia, Nov. 9—both Anchor-Donaldson; Nessian, Nov. 29; Nevisian, Nov. 16—both White Star.

To Belfast.—Melmore Head, Head Line, Oct. 28.

To Cardiff.—Kastalia, Anchor-Donaldson, Nov. 2.

To Dublin.—Melmore Head, Head Line, Oct. 28.

To Dundee.—Cairnglen, Thomson Line, Oct. 25.

To Glasgow.—Minnedosa, Oct. 26; Melita, Nov. 8—both Canadian Pacific; Carmia, Oct. 25; Letitia, Nov. 1; Corinaldo, Nov. 8—all Anchor-Donaldson.

To Hull.—Incemore, Nov. 1; Kenmore, Nov. 15—both Furness Line.

To Liverpool.—Duchess of Richmond, Nov. 15; Duchess of York, Oct. 25; Duchess of Atholl, Nov. 1—all Canadian Pacific; Laurentic, Oct. 26, Nov. 23; Regina, Nov. 16; Doric, Nov. 2; Megantic, Nov. 28—all White Star Line; Antonia, Cunard Line, Nov. 8.

To London.—Beaverbrae, Oct. 25; Beaverdale, Nov. 1; Beaverford, Nov. 8—all Canadian Pacific; Canadian Rancher, Canadian National, Oct. 22; Ascania, Oct. 25; Alaunia, Nov. 1; Aurania, Nov. 8—all Cunard Line; Incemore, Nov. 1; Kenmore, Nov. 15—both Furness Line; Megantic, White Star Line, Oct. 31.

To Manchester.—Manchester Citizen, Oct. 24; Manchester Division, Oct. 31; Manchester Brigade, Nov. 7; Manchester Producer, Nov. 14—all Manchester Line.

To Newcastle and Leith.—Cairnglen, Oct. 25; Cairnmona, Nov. 1; Cairnross, Nov. 8—all Thomson Line.

To Southampton.—Montclare, Oct. 24; Montrose, Nov. 7—both Canadian Pacific; Calgaric, Nov. 14; Megantic, Oct. 31—both White Star Line.

To Swansea.—Nubian, White Star Line, Oct. 26; Salacia, Anchor-Donaldson, Nov. 9.

To Antwerp.—Montclare, Oct. 24; Beaverbrae, Oct. 25; Montrose, Nov. 7; Beaverford, Nov. 8; Beaverburn, Nov. 22—all Canadian Pacific; Canadian Rancher, Canadian National, Oct. 22.

To Bordeaux and Havre.—Kent County, County Line, Nov. 13.

To Bremen.—Crefeld, North German Lloyd, Oct. 26.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, Oct. 27.

To Hamburg.—Beaverdale, Nov. 1; Montcalm, Nov. 14—both Canadian Pacific; Brant County, Oct. 25; Elmshorn, Nov. 1; Laval County, Nov. 8—all County Line; Crefeld, North German Lloyd, Oct. 26.

To Rotterdam.—Labelle County, Nov. 6; York County, Nov. 15—both County Line.

To South France and Italian Ports.—Valfiorita, Oct. 25; George Ohlsen, Nov. 2—both Lloyd Mediterraneo Italian Service.

To South African Ports.—Mattawin (also calls at Sierra Leone), Elder Dempster Line, Oct. 24.

To South American Ports.—Canadian Pioneer, Canadian National, Nov. 20.

To Australian Ports.—Canadian Scottish, Canadian National, Oct. 30; Parracombe, New Zealand SS., Oct. 15.

To New Zealand Ports.—Canadian Conqueror, Canadian National, Oct. 25.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, Canadian National, Nov. 2.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Somers, Oct. 26; Cathcart, Nov. 2 (Kingston only); Lady Rodney, Nov. 9; Cavelier, Nov. 16 (Kingston only)—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Peter Maersk, Oct. 25; Agnete Maersk, Nov. 8—both Ocean Dominion.

To Cornerbrook.—North Voyageur, Oct. 21, Nov. 4; New Northland, Oct 30—both Clarke SS.

To St. John's, Nfld.—Rosiland, Furness-Red Cross Line, Nov. 1, Nov. 15.

To St. Pierre-Miquelon.—Veslar, Newfoundland-Canada Traders, Nov. 6, Nov. 19.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Oct. 24; Lady Nelson, Nov. 7—both Canadian National.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every Tuesday, Thursday, and Saturday.

From Halifax

To Gothenburg.—Kungsholm, Furness, Withy, Nov. 11.

To Cardiff and Avonmouth.—Nessian, Leyland Line, Oct. 29.

To Liverpool.—Newfoundland, Oct. 29; Manchester Hero, Nov. 5; Nova Scotia, Nov. 16—all Furness, Withy.

To London and Hull.—Incemore, Nov. 4; Kenmore, Nov. 18—both Furness, Withy; Missouri, Oct. 29; Maryland, Nov. 13—both Leyland Line (calls only at London).

To Manchester.—Manchester Regiment, Oct. 21; Manchester Citizen, Oct. 28; Manchester Division, Nov. 4; Manchester Brigade, Nov. 11; Manchester Producer, Nov. 18—all Furness, Withy.

To St. John's, Nfld.—Nerissa, Oct. 29; Silvia, Oct. 22, Nov. 5; Newfoundland, Oct. 29; Nova Scotia, Nov. 16—all Furness, Withy; Farnorth, Farquhar SS., Oct. 25, Nov. 8; Kivig, Newfoundland-Canada Traders, Oct. 30.

To St. Pierre-Miquelon.—Farnorth, Oct. 25, Nov. 8; Sambro, Oct. 29, Nov. 12; Fernfield, Nov. 2—all Farquhar SS.

To Kingston (Jamaica).—Cavelier, Oct. 22; Cathcart, Nov. 5—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Champlain, Oct. 24; Chomedy, Nov. 7—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Nov. 1; Lady Nelson, Nov. 15—both Canadian National; Peter Maersk, Oct. 31; Agnete Maersk, Nov. 14—both Ocean Dominion.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Oct. 30; Ottar, Nov. 13—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Russia, Nov. 2; Empress of Asia, Nov. 23—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Teucer, Oct. 29; Talthybius, Nov. 19—both Blue Funnel.

To Yokohama, Osaka and Dairen.—Paris Maru, Osaka Shosen Kaisha, Nov. 19.

To Auckland, Wellington and Dunedin.—Golden Cross, Oceanic and Oriental Navigation Co., Nov. 11.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, Nov. 13.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, Transatlantic SS., middle November.

To Auckland, Napier, Lyttleton, Dunedin and New Plymouth.—Wairuna, Canadian-Australasian Line, Nov. 1.

To Papeete, Wellington, Melbourne and Sydney.—Waiotapu, Canadian-Australasian Line, Nov. 1.

To Brisbane, Melbourne and Dunedin.—Tyr, Canadian-Australasian Line, Nov. 5.

To Manchester.—Pacific Grove, Furness Pacific Line, Nov. 2; New Westminster City, Reardon-Smith Line, Oct. 28.

To Liverpool, Southampton, London and Rotterdam.—Loch Katrine, Oct. 25; Loch Monar, Nov. 8; Nebraska, Nov. 20—all North Pacific Coast Line.

To Glasgow, Liverpool and London.—Moliere, North Pacific Coast Line, Nov. 11.

To London, Rotterdam and Hamburg.—Marconi, North Pacific Coast Line, Nov. 27.

To Hamburg, Bremen, Rotterdam and Antwerp.—Eemdyk, Oct. 30; Grootendyk, Nov. 17—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—Nevada, Nov. 7; Arizona, Nov. 22—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Savoia, Nov. 1; Feltre, Nov. 13—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Hindanger, Westfal-Larsen, Nov. 9.

To Cape Town, East London, Durban, Lourenco Marques.—Crown City, B.C. Shipping Agencies, Nov. 25.

To Colombia.—Point Gorda, Oct. 26; Point Reyes, Nov. 5—both Gulf Pacific Line.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pctures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro: office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus. Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley —Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

L. J. H. Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Hongkong

Paul Sykes, Exchange Building, Hong Kong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Kobe Chamber of Commerce and Industry Building, Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33 Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, October 26, 1929 No. 1343

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INQUIRIES FROM HONGKONG PAPER IMPORTERS

Paul Sykes, Canadian Trade Commissioner

Hongkong, September 24, 1929.—Several import houses in Hongkong have recently approached this office with reference to the possibility of establishing agency or buying connections with Canadian paper manufacturers. Most of these firms have had considerable experience in the paper trade, and are now interested in Canadian business on account of the favourable quality and price of these products. On account of the volume of trade in newsprint and kraft wrappings, more requests have been received for these two types than for others, but bond and writings, waxed and other special wrapping papers have also been specified. A few representative samples submitted by importers and dealers are on file in the Department of Trade and Commerce in Ottawa, while a list of local agents and importers is also available for any mills interested. It is recommended that correspondence with Hongkong firms or the Canadian Trade Commissioner should include complete information regarding qualities and prices. A complete range of samples and the terms on which an agency might be granted should also be provided.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND TWELVE MONTHS ENDED SEPTEMBER, 1921, 1922, 1928 and 1929; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of September				Twelve months ended September				United States Tariff Rates in force		
	1921	1922	1928	1929	1921	1922	1928	1929	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)–											
Cattle.....No.	15,425	56,315	40,904	28,820	247,106	224,032	316,608	240,050			
$	306,677	1,345,105	2,884,527	1,653,944	15,277,621	4,699,358	17,260,840	13,234,671	Free	30 p.c.	(a)
Horses.....No.	199	103	102	83	2,249	1,860	549	471			
$	58,663	16,100	18,021	11,865	540,283	390,368	105,949	89,452	10 p.c.	10 p.c.	(b)
Poultry.....No.	118,590	84,827	65,657	74,254	836,647	746,378	726,042	704,599			
$	100,920	64,840	47,406	55,372	869,980	704,347	614,485	615,561	1c. per lb.	1c. per lb.	3c. per lb.
Sheep.....No.	23,991	31,602	60	652	160,527	102,113	16,535	9,922			
$	120,785	207,505	901	5,503	1,305,735	595,267	161,813	113,086	Free	(c)	$2 per head
Fruits–											
Apples, green or ripe.....Brl.	76,524	9,534	3,747	5,449	105,157	403,324	59,088	47,067			
$	315,697	34,781	13,963	21,572	441,297	2,037,558	291,751	245,751	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....Lb.	182,120				182,120	658,754					
$	15,680				15,680	76,092			1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....Lb.			1,161,664	1,464,442			3,666,010	3,869,579			
$	41,455	70,824	89,543	149,921	291,792	365,594	345,375	435,018	½c. per qt.	½c. per qt.	1½c. per lb.
Grains–											
Barley.....Bush.				50	1,306	16,629	68,756	96,529			
$				50	992	12,172	30,603	73,893	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....Bush.		8	10	6,223	3,592	9,885	137,956	42,740			
$		26	38	26,568	14,714	35,955	514,208	181,682	25c. bu. 60 lb.	2c. lb.	1½c. lb.
Buckwheat.....Bush.	20		50		251,635	99,596	66,074	63,354			
$	30		38		297,860	83,683	54,368	56,784	Free	Free	10c. per 100 lb.
Oats.....Bush	41,134	43,431	185		2,863,263	2,123,346	686,563	32,936			
$	20,279	20,739	103		1,390,035	1,006,195	407,069	18,008	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, whole.....Bush.	5,862	10,723	1,303		102,131	115,907	107,800	35,473			
$	22,422	26,774	2,603		391,767	374,328	235,908	128,006	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split.....Bush.	275	6			8,030	14,461	2,086	45			
$	750	21			20,201	54,201	5,722	122	20c. bu. 60 lb.	20c. bu. 60 lb.	1½c. lb.
Rye.....Bush.	3,948	1,142		42	314,612	86,366	1,522	42			
$	3,862	603		45	506,653	70,291	1,215	45	Free	Free	15c. bu. 56 lb.
Wheat.....Bush.	195,183	815,033	900,468	194,070	47,930,265	16,588,019	9,906,731	8,514,416			
$	289,864	827,485	1,098,850	246,229	99,762,230	19,665,028	12,064,577	9,369,210	Free	35c. per bush.	42c. bu. 60 lb. (d)
Grain Products–											
Bran, shorts and middlings.....Cwt.	410	223,161	389,764	136,306	1,290,435	545,408	2,743,366	3,533,424			
$	488	202,454	519,901	180,494	1,866,271	544,203	4,095,773	4,818,238	(e)	(e)	(e)
Wheat flour.....Brl.	4,554	53,108	26	9	1,250,804	727,853	6,274	2,680			
$	40,470	339,178	197	54	12,177,563	4,607,596	40,751	16,229	Free	20 p.c.	1·04 p. 100 lb. (f)
Meats–											
Bacon, hams, shoulders and sides...Cwt.	72	73	1,723	2,309	2,801	1,198	40,047	25,996			
$	2,850	2,415	69,770	84,657	102,602	40,704	1,364,093	985,644	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....Cwt.	18,449	30,266	64,191	29,864	256,231	206,608	529,470	318,224			
$	225,941	357,421	1,086,227	465,495	3,551,673	2,336,404	7,634,929	5,207,272	Free	2c. per lb.	3c. p. lb. (g)
Mutton and lamb, fresh, chilled or frozen.....Cwt.	9,823	16,265	1,617	2,043	55,525	77,704	12,719	8,729			
$	169,834	394,075	44,820	48,082	1,298,113	1,463,013	264,341	199,853	Free	2c. per lb.	(h)

Pork, fresh, chilled or frozen	Cwt.	532	238	14,631	7,389	6,535	6,339	97,380	49,742		
	$	8,008	2,869	326,338	128,258	226,421	153,938	1,880,148	1,009,318	Free	2c. per lb.	¾c. per lb.
Pork, dry-salted and pickled	Cwt.		6	1	33	1,222	345	7,026	654			
	$		100	12	782	15,751	2,151	132,933	13,947	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed	Lb.				9,040				166,596			
	$	224	72	1,734	2,790	482,696	725,276	76,468	54,479	2c. per lb.	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts	Cwt.	313	2,046	7,061	4,486	17,314	13,399	67,895	52,359			
	$	7,484	22,402	110,079	59,934	292,445	171,887	903,340	746,862	Free	25 p.c.	20 p.c.
Milk and milk products—												
Butter	Lb.	141,988	1,266	12,500	2,100	1,909,515	2,700,022	196,600	84,000			
	$	47,493	469	4,975	819	872,087	976,976	56,693	31,181	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cheese	Lb.	3,798	1,008,200	703,300	506,200	310,771	5,686,457	11,513,100	9,228,400			
	$	1,433	160,509	183,859	108,185	89,822	1,063,076	2,473,339	2,139,405	20 p.c.	23 p.c.	(j)
Cream	Gal.	191,639	202,919	342,406	245,974	1,392,057	1,868,022	3,359,716	2,495,207			
	$	301,541	321,538	620,670	507,186	2,056,313	2,763,502	6,142,464	5,087,870	Free	5c. gal. (k)	20c. gal. (k)
Milk, fresh	Gal.	98,829	89,575	436,555	401,779	1,265,584	1,027,932	3,912,584	3,712,030			
	$	20,153	17,229	90,967	88,928	320,774	230,095	813,527	848,153	Free	2c. gal. (k)	2½c.gal. (k)
Milk, condensed, evaporated and milk powder	Lb.	243	345,760	590,000	114,300	10,712,190	2,065,286	4,096,900	2,440,500			
	$	68	55,620	65,774	16,184	1,817,903	245,848	430,440	784,321	Free	2c. per lb.	1c.—3c. lb.
Seeds—												
Clover seed, alsike	Bush.	11,704	55,576	1,600	4,752	91,291	153,153	132,277	90,174			
	$	102,811	435,138	17,426	37,969	983,230	1,316,168	1,483,139	1,213,461	Free	Free	4c. per lb.
Clover seed, alfalfa and red	Bush.	54		10		2,898	7,281	6,268	2,844			
	$	534		212		27,748	75,037	94,377	39,744	Free	Free	4c. per lb.
Clover seed, other	Bush.	779	3,270	2	364	113,873	62,837	84,277	65,095			
	$	3,827	15,438	8	3,280	447,767	256,431	268,804	211,343	Free	Free	(l)
Flaxseed	Bush.	459,886	58,970	485,283		3,021,008	2,213,472	2,708,737	1,198,317			
	$	943,148	116,229	886,336		5,646,750	4,539,917	5,109,468	2,368,434	20c. bu. 56 lb.	30c. bu. 56 lb.	40c. bu.56lb.
Grass seed	Bush.	3,881	1,794	523	960	96,331	68,285	93,332	82,514			
	$	11,417	4,342	1,035	4,120	212,764	276,277	144,197	191,806	Free	Free	2c. per lb.
Vegetables—												
Potatoes	Bush.	108,345	2,221	1,572	270,248	2,689,382	1,703,449	3,871,242	2,382,392			
	$	103,268	1,033	795	228,924	1,776,103	1,108,576	3,130,626	1,190,051	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar beets	Ton					11,502	10,481	53,225	40,646			
	$					103,175	63,151	323,683	245,521	5 p.c.	5 p.c.	80c.ton2,240lb
Turnips	Bush.	63,646	116,304	185,539	178,032	1,724,349	1,700,054	2,693,670	2,838,269			
	$	24,090	30,646	50,406	74,247	426,810	462,655	714,364	654,584	15 p.c.	15 p.c.	12c. per 100 lb.
Miscellaneous Products—												
Eggs	Doz.	72,064	93,376	99	883	336,740	331,300	19,414	47,861			
	$	27,877	30,203	33	345	162,220	121,588	6,923	15,930	Free	Free	8c. per doz.
Hay	Ton	425	694	2,432	1,028	69,772	2,383	74,059	30,918			
	$	5,625	8,491	19,133	8,719	1,458,147	44,525	574,047	308,162	$2 ton 2,240 lb.	$2 ton 2,240 lb.	$4 ton 2,240 lb.
Maple sugar	Lb.	285,465	171,462	245,055	897,177	1,827,523	3,991,349	5,723,761	14,358,726			
	$	20,100	36,912	46,217	179,681	333,101	442,837	937,222	2,731,571	3c. per lb.	3c. per lb.	4c. per lb.
Tallow	Cwt.	443	1,362	885	26	14,999	13,163	30,977	23,570			
	$	2,418	10,187	6,527	267	88,423	74,611	250,277	199,525	Free	Free	½c. per lb.
Wool	Lb.	1,039	839,973	443,837	545,951	6,207,807	4,385,712	7,892,308	5,817,437			
	$	228	170,132	164,567	132,173	1,534,751	975,910	2,620,947	1,871,940	Free	(p)	(p)
Total value of above commodities	$	3,368,414	5,349,905	8,474,011	4,532,642	159,498,263	55,252,789	74,061,196	57,746,133			

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than $150 each, $30 per head; more than $150 each, 20 per cent; (c) Sheep, one year old or over, $2 per head; less than one year old, $1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Prior to April 5, 1926, 8c. per lb. (j) Cheese, 5c. per lb. but not less than 25 per cent. Cheese of Swiss or Emmenthaler type subsequent to July 8, 1927, 7½c. per pound but not less than 37½%. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Prior to June 13, 1929, 20c. gal. (m) Prior to June 13, 1929, 2½c. gal. (n) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (o) Prior to June 13, 1929, 40c. bu. 56 lbs. (p) Dutiable at various rates. See **Commercial Intelligence Journal** No. 974, Sept. 30, 1922, pages 516-7.

MARKET FOR CANADIAN FLOUR IN HONGKONG AND SOUTH CHINA: REPRESENTATION

Paul Sykes, Canadian Trade Commissioner

Hongkong, September 23, 1929.—For a considerable number of years wheat flour has been the most important Canadian product exported to Hongkong and South China. Even then it has been shipped to this market in much smaller quantities than United States flour. Outside of Shanghai milled flour, the only other type imported into Hongkong and Canton has been from Australia. Such quantities have been quite small.

The increasing ability of Canadian flour mills to supply overseas demand and what is believed to be a decrease in similar potentialities of United States mills point to the probability of Canadian flour making up a larger proportion of the total imports into this territory. The increasing consumption of flour by the Chinese population serves to indicate also that the actual volume of the flour trade will show steady expansion.

Discussions with numerous British and Chinese firms in Hongkong who have already done business in flour, or who are equipped to do so, confirm the impression that Canadian trade in this commodity could be considerably increased. There are several factors to be considered in this connection, but the outstanding among them appears to be that concerning the method by which the business is carried on or, more particularly, the question of representation.

At present only a few Canadian flour mills are exporting to this market. At the same time Canadian flour is being quoted by quite a considerable number of local agents or importers, the inference being that some Canadian mills ship regularly to several local accounts, presumably under special brands and according to specific requirements as to grade, colour, and price. This situation alone would be quite a satisfactory one, provided that all other Canadian mills were not interested in a local outlet for their product, but it is not believed that this is the case. Further, the same firms which are now disposing of a part of the total shipments made to Hongkong by one or a very few Canadian exporters are at the same time dealing in several other flours, either of the same or different qualities, and presumably placing orders with Canadian principals only when convenient, or possibly only when supplies can be more advantageously procured from Canada than elsewhere. Altogether, there is very little evidence of definite alignment between individual Canadian mills and individual local agents, the exporter undertaking to confine himself to one or a few accounts in return for an undertaking on the part of importers that reciprocal treatment would be given by them.

This report will not suggest that exclusive and binding agency arrangements should be undertaken by Canadian flour mills or exporters or that they should require their Hongkong representatives to confine themselves invariably to the sale of Canadian flour alone. Obviously the latter would be out of the question since no small part of the flour demand in South China is for qualities which are either not produced in Canada or are available in small amounts only. It is felt, however, that more Canadian mills should be participating in the South China flour trade, and that some approach towards exclusive agency agreements would enable a closer touch with the situation and eventually lead to good results. One undeniable basis for such a statement is the fact that several outstanding British and Chinese firms have expressed a keen desire to trade in Canadian flour, preferably on the understanding that they be granted controlling agency rights in return for their guarantee to confine their sales of all flour of grades which can be produced in Canada to their Canadian principal. These

firms, moreover, are not merely local dealers, but maintain head offices in Hongkong and either branch offices or binding connections with dealers both in Canton, the minor ports and the interior.

The possibility of Canadian mills who have not previously shipped to this market being able to compete successfully is a question about which there need be little apprehension. In order to reach the point where a reasonable volume of business will be established, however, one of two main courses of action seems necessary. The first of these calls for a thorough survey of the market by a representative of the Canadian mills and his working for some time with the agent or distributor whom he selects as most capable. The second, which might to some extent be combined with the first, is the selection of a capable agent and the arrangement between both parties that a six months' or similar period be settled on as the amount of time reasonably necessary to establish new brands on the market and during which no profits would be taken by either party, these being devoted to advertising, distribution of samples or similar sales promotion. Both these plans have been suggested by local import houses who have had experience in the flour trade; a combination of them would be recommended as the ideal basis on which attempts to enter the market should be based.

The present is from one point of view an inopportune time to make such a report on representation, for flour business has for some weeks been in a state of stagnation following marked increases in world prices of wheat. The trade passing through Hongkong is also somewhat disturbed by recently imposed taxes on all foreign flour imported into Kwangtung province (the Canton area), but these are expected to have comparatively slight effects on the trade in general. It may reasonably be expected that the steady drain on local stocks, which has been going on for the last few months, may shortly result in renewed buying, and on this account Canadian mills who may consider entering the South China trade are advised to give the matter outlined above their serious and immediate attention. The Department of Trade and Commerce has on file in Ottawa a list of some of the principal Hongkong firms who have expressed their interest in dealing in the Canadian product. Correspondence with them should be accompanied by a complete range of samples and prices, together with a statement of the best terms which could be granted. It is also requested that copies of letters to these firms be sent to the Trade Commissioner in Hongkong in order that the matter may be followed up without delay.

MARKET FOR WASTE PAPER IN CENTRAL AND NORTH CHINA

W. J. Riddiford, Assistant Trade Commissioner

Shanghai, September 24, 1929.—It is reported that waste paper to the value of approximately G.$3,000,000 was shipped from the United States during 1928, and that almost the entire exportation was consumed in the Orient. It is estimated that 50 per cent of the waste paper exported from the United States during 1928 came from the Pacific Coast cities. Old newsprint comprises almost all the waste paper shipped. It is often collected by door-to-door pick-up men, or is brought to central stations in "drives", where it is loaded on to trucks operated by the wholesaler or packer-shipper. The common price paid ranges from about half a cent a pound to $16 a ton, depending upon the quality of the waste product and the condition of the Far Eastern market at the time.

PACKING

The business of preparing old newspapers for shipment overseas is highly specialized. It is necessary to have baling equipment, usually in the form of hydraulic presses. The papers are compressed under a standard pressure of

3,000 pounds to the square inch. They are then banded, the package is burlapped, after which the bundles are again bound with hoop steel, having buckle seals. The weight of each bale varies, and should be labelled accordingly. Fumigation is not done at port of origin, nor is it generally necessary at port of importation.

USES

Old newspapers are used to make a cheap variety of pith sun helmets, the paper being used for pasting together the small bundles of pith under the cloth cover. Large quantities are used in the manufacture of fancy goods such as paper toys and dolls. A considerable quantity is used in the production of firecrackers and paper flowers, and it is also used as a lining for genuine and imitation leather trunks and boxes. It is a common thing in the small Chinese shops to find purchases such as sea delicacies, peanuts, fruit, and roast pork wrapped in well-known American daily newspapers. In North China ports such as Tsingtao, Chefoo, and Newchwang waste paper is largely employed in the place of glass as a covering for window openings, being used simply to exclude cold winds.

There is no duty on waste paper entering China.

The Shanghai office can immediately secure offers for large quantities of waste paper at the current market prices. At present there is an inquiry on file for 200 tons. Interested parties should write giving full particulars as to amount and class of paper they can offer. It is reported that, aside from ordinary waste paper dealers, public institutions often undertake the collection of waste paper and use the proceeds for purchasing necessary equipment for public and charitable purposes.

TRADE COMMISSIONERS ON TOUR

Mr. Macgillivray

Mr. J. C. Macgillivray, Trade Commissioner in Rotterdam, is about to go on tour. The following are the early dates in his itinerary:—

Halifax .. ..Oct. 28-29	Yarmouth .. ..Nov. 4
Charlottetown .. ..Oct. 31	Kentville .. ..Nov. 5
Summerside .. ..Nov. 1	Fredericton .. ..Nov. 8
St. John .. ..Nov. 2 and 7	Montreal .. ..Nov. 9-20

Mr. Young

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit as follows:—

Vancouver .. ..Nov. 2 to 12	Victoria .. ..Nov. 16 to 18
New Westminster .. ..Nov. 13 to 14	

Mr. Poussette

Mr. H. R. Poussette, formerly Trade Commissioner in India, will visit the following cities and towns:—

Port Hope .. ..Oct. 28	Hamilton .. ..Oct. 30, 31, Nov. 1
Oshawa .. ..Oct. 29	Toronto. .. ..Nov. 5-23

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Toronto, to communicate with Mr. Alex. Marshall, Canadian Manufacturers Association, in that of Vancouver, with Mr. Hugh Dalton, Secretary, Canadian Manufacturers Association, and in that of other cities included in the above itineraries, with the Secretary of the Board of Trade or Chamber of Commerce.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

C. Hartlett, Office of the Trade Commissioner

Melbourne, September 25, 1929.—Trade generally throughout Australia continues dull, any activity being restricted to seasonal requirements, and many manufacturing industries are working either short-handed or part time. No improvement can be expected until the prospects for the coming wheat harvest and the wool position are more definitely assured, and the production in the coal mines in the Newcastle district of New South Wales is resumed.

Weather conditions are causing much anxiety in agricultural circles. While excellent rains have fallen recently, further falls are urgently needed in most of the wheat areas, and if not received within the next two or three weeks the Australian wheat yield as a whole will be seriously affected. It is reported that in some areas the crops are already beyond revival and the yield will be little or nothing, even if better weather conditions are immediately experienced.

Some restriction in trading advances by the banks is evident of late, but money appears to be plentiful for sound industrial investments. The prices of Commonwealth Government debentures are on a much easier level, the return to the investor showing nearly 5½ per cent as against 5¼ per cent a month or so ago. Owing to adverse conditions prevailing on the London money market, Australian public loan requirements have been greatly curtailed until the end of the year, when it is hoped conditions will be more favourable. In the meanwhile the strictest economy is being practised in all Commonwealth and State Government departments.

The first month (July) of the current fiscal year discloses total Australian oversea imports to the value of £12,976,752 as compared with £11,409,437 in July of last year. Exports were only £6,421,103 in value, or £2,526,486 less than last year. Comparing imports with exports, an adverse trading balance of £6,555,649 is shown for the month. The general opinion in conservative banking circles is that indications are that value of exports going forward will be insufficient to maintain a strong import trade, and that merchants will be well advised to exercise caution before entering into extensive commitments for purchases overseas. Owing to the lower prices prevailing at the opening wool sales of the current season, which are from 30 per cent to 40 per cent lower than this time last year, the heavy fall of at least £15,000,000 in the value of this commodity alone is possible before the total clip is marketed. It is considered that so serious a reduction in the value of a national asset such as wool is to Australia, and possible reductions also in wheat and other primary products, would result in a further restriction in bank credits for trading and other purposes and greatly curtail the general expenditure of the community.

The Commonwealth Treasurer's estimate of £7,291,666 from customs receipts during the two months July and August has been exceeded by £1,200,511. This was due to the anticipation in trading circles of the increased import duties which were recently imposed on many articles of the luxury class and heavy withdrawals from bond before they became operative. Clearances of tobacco and liquors were particularly heavy in comparison with normal months, hence it is anticipated that for the next few months the revenue will be substantially less than for July and August, although the higher tariff rates now in operation will assist to some extent in maintaining the figures.

Wool.—The opening auction sales of the current wool season are on so low a price level that a policy of reducing the quantity offered, or even of suspending sales for the time being, is under consideration. Some classes of wool are said to have cost more to produce than they are realizing at present prices, and the position is therefore one of serious concern to the grower as well as to the com-

munity in general. Much will depend upon the next sale or two, when perhaps better quality wools will be available, but on present indications the prospects of any marked improvement in prices are not encouraging.

Wheat and Flour.—Trading in Australian wheat and flour for oversea destinations is practically at a standstill owing to the fact that the new season's wheat yield is by no means assured and holders are disinclined to sell large parcels. Millers are only gristing flour sufficient for home requirements, and the few export orders secured have been booked at prices below the cost of production on the present Australian price of wheat which, at 5s. 8d. ($1.38) per bushel of 60 pounds, is above world's parity. Flour is quoted to-day on the basis of per ton of 2,000 pounds f.o.b. steamer at main Australian ports as follows:—

Packed in bags of 140 to 150 pounds gross	£11 10s.	($55 97)
Packed in bags of 98 to 101 pounds gross	11 15	(57 18)
Packed in calico bags of 49 pounds gross	12 5	(59 62)

CROP CONDITIONS IN INDIA

Richard Grew, Canadian Trade Commissioner

Calcutta, September 19, 1929.—The agricultural situation at the end of August, with reference to the progress of the monsoon, is considered to be fairly satisfactory for the whole of India, although some districts are in an extremely bad state.

Rainfall is deficient in Madras, parts of the Bombay Presidency, the United Provinces, Berar, Upper Burma, Baluchistan, the Punjab States, and Western India States; excessive in Sind, parts of the Punjab, Bihar and Orissa and Lower Burma. It is sufficient elsewhere. Floods in Sind have caused extensive damage to crops, cattle, and buildings. At present there is an unprecedented flood on the Indus and the situation is critical. Relief measures have already been taken, but it is impossible at present to estimate the extent of the damage. In the Tippera and Midnapore districts of Bengal floods caused considerable damage to crops. In the Punjab standing crops suffered considerably by heavy rainfall. Very heavy floods are reported in certain areas in the Northwest Frontier Province, where the damage, however, is not widespread. Floods also occurred in parts of Bihar and Orissa and Baluchistan, where same damage was done to crops.

JUTE CROPS

In Bengal, the cutting of jute in the lowlands is almost complete. Elsewhere the operation is proceeding. A lack of sufficient water is causing some difficulty in jute steeping in parts of North Bengal. Inadequate rainfall retarded the transplantation of paddy in parts of Madras, and transplantation was also retarded in parts of the Bombay Presidency proper for want of sufficient rain. In Bengal a seasonable rainfall facilitated the operations of winter paddy and improved the prospects of standing crops generally. Progress in the transplantation of winter paddy is not so rapid as last year. The prospects of deep-water paddy are promising. The reaping of autumn paddy is proceeding fairly satisfactorily.

CROPS DAMAGED

In the United Provinces the transplantation of rice is reaching completion. In parts of Bihar and Orissa the condition of autumn paddy is generally good. The prospects of winter paddy are fair to good, but transplantation of rice is nearly over in parts of Upper Burma, where transplantation was retarded owing to drought, locusts, and insect pests. Locusts appeared in the greater part of the Punjab and damaged crops to some extent. Bollworm and other insect pests

attacked cotton plants in three districts and are reported to have done some damage in part of one district. Locusts and other pests have also done some damage to crops in parts of the Bombay Presidency, Sind, the United Provinces, Baluchistan, Rajputana, and the Western India States.

The general condition of crops on the whole is fair to good, except in the flood-affected areas. Stocks of food grains are sufficient except in parts of the flood-affected areas in Lower Burma, where relief is being granted. Fodder is generally sufficient except in parts of the Bombay Presidency proper, Hyderabad, Rajputana, the Western India States, and Baluchistan. Water is sufficient everywhere except in parts of Hyderabad, Bombay Presidency proper, and Rajputana. The condition of cattle is satisfactory except in parts of the Madras Presidency and Hyderabad, where cattle disease prevails.

CHEAPER JUTE

Prices are stationary in Sind, Assam, Hyderabad, Central India, Northwest Frontier Province, the Western India States, and parts of Rajputana and the Punjab States. In Madras prices are generally stationary and compare favourably with those of the corresponding period of last year. Prices are stationary with a possible tendency to rise in Baluchistan and parts of the Bombay Presidency. They show minor variations in the Central Provinces. The price of wheat in the Punjab is higher than last year. In Bengal the price of rice is rising; in Bihar and Orissa there has been a slight rise; and in Burma it is higher than last year. The price of jute is decreasing in Bengal.

THE IRISH NATIONAL TRADE MARK

John H. English, Canadian Trade Commissioner

Dublin, October 4, 1929.—France and Ireland have the distinction of being the only two countries in the world to have recognized and distinctive national trade marks of their own, and Ireland is the older in this respect.

The origin of the Irish trade mark dates back to 1906, when it was adopted formally by an association organized for the purpose of adopting and promoting the use of a distinctive national trade mark for Irish goods.



ORIGIN

As the result of difficulties which existed at the beginning of the century in obtaining genuine Irish-made goods in Ireland, an association known as the Irish Industrial Development Association was incorporated, under the suggestion and guidance of Sir Bertram Windle, ex-President of University College, Cork. In order to overcome the indifference and obstacles which then existed particularly as regards the sale of misbranded goods in Ireland, the association was empowered by its charter of incorporation to register a national trade mark and to administer it.

The powers thus conferred were quickly put into operation and a trade mark (as illustrated) adopted and duly registered in London. The mark itself

is composed of the Gaelic letter E, standing for Eireann, enclosed in a circle around which is printed, also in Gaelic, the words " Deanta in Eireann ", meaning " Made in Ireland ". The design adopted originates from the Gaelic word " fibula," a collar worn by Irish judges in the early ages. This, made into the shape of an E, stands for Eireann, and within this geometrical figure is the " tracery " representing an interwoven band or cord having no beginning or ending and meaning united. Accompanying each mark is a membership number which indicates the factory producing the particular goods so branded.

Following the organization meeting in the city of Cork in 1905, branch organizations were quickly formed in all parts of the country principally for the purpose of arousing interest in the scheme in hand and attempting to influence public opinion in favour of Irish-made merchandise. By the following year, when the trade mark was finally approved by the British Government, a large number of manufacturers had made application to use the mark on their products. Since then more than 900 firms have become members of the association and have been authorized to brand their manufactures with this distinctive trade mark.

CONDITIONS OF USE

It is stated that this number would have been considerably greater had not the association instituted strict conditions governing the use of the mark. Before being entitled to use it, the manufacturer must become a member of the association at a nominal fee of two guineas ($10), and before the licence is finally issued the association must be satisfied that the cost of Irish labour entering into the manufacture of the article to be branded represents more than 50 per cent of the total cost of the manufactured goods. At times the association goes even further than this, and insists that when practical the production of the article be confined entirely to Irish raw materials.

Licences are issued and renewable annually, and are subject to cancellation at any time that the association considers that the trade mark is being misapplied. The powers of the association in this connection are considerable, even permitting the prosecution of members misusing the mark and of foreign manufacturers offering for sale non-Irish-made goods branded with the Irish trade mark. The mark has been copyrighted in all principal countries, and through a number of court actions in various parts of the world during the past decade the association has attempted to prevent the sale of non-Irish goods as being of genuine Irish manufacture, as well as the unauthorized use of the registered trade mark.

The Irish trade mark is the sole propery of the Irish Industrial Development Association Incorporated, and while not controlled in any way by the Government, it is supported and encouraged by it. With its head office in Dublin, the association carries on a progressive and continuous campaign for the development of Irish industry and the education of the Irish people to the merits of and the fostering of a demand for goods of home manufacture.

RESULTS FAVOURABLE

The results of the work of the association since its incorporation twenty-three years ago are particularly encouraging as regards domestic trade, but perhaps not so much so in relation to the sale of Irish branded goods in foreign countries. With extensive advertising, both newspaper and otherwise, in foreign markets it is quite conceivable, however, that the trade mark would become well known and create a good deal of interest. The important fact remains, however, that in the home market the effects of the association have borne and are continuing to bear fruit. In commenting on this, the London *Times* said in part, with particular reference to the flour-milling industry: " The Irish Indus-

trial Associations have done much to remove the prejudice that at one time denied honour to Irish milling prophets in their own country. Not many years ago dealers would tell the manufacturers that if business were to be done in Irish flour, it must resemble American in every possible particular. Then came the happy thought of an exclusive national trade mark with its concomitant agitation for the support of home industry. The result was that most Irish millers applied for licence to use the Irish trade mark and to their extreme satisfaction found a new public that asked for Irish flour and saw that it got it."

MARKING OF IMPORTED PORTLAND CEMENT, HOSIERY, KNITTED GOODS AND TOOLS IN THE UNITED KINGDOM

London, October 7, 1929.—The Merchandise Marks Committee have just published three reports in which they recommend that the British Government shall make orders in council requiring the following goods, when imported into the United Kingdom, to be marked with an indication of origin at the time of sale or exposure for sale:—

(1) Portland cement.

(2) Knitted hosiery, knitted goods, and knitted fabrics of cotton, wool, silk, artificial silk, or mixtures thereof, of the following descriptions:—

- (*a*) Hose;
- (*b*) Gloves;
- (*c*) Other knitted articles of apparel;
- (*d*) Knitted fabrics.

(3) Tools, of the following descriptions:—

- (*a*) Hand tools, the operative part of which is made of metal (whether or not tipped with diamond or other hard substance), of all descriptions ordinarily used by workpeople in the course of their trade or employment, including agricultural and horticultural hand tools;
- (*b*) Saws, twist drills and bits for fitting into machines;
- (*c*) Metal vices and cramps;
- (*d*) Marking gauges of metal, squares and bevels, metal vernier gauges, thickness gauges or feelers, engineers' rules of metal, and steel measuring tapes;
- (*e*) Tuning forks;
- (*f*) Permanent magnets;
- (*g*) Letter and number marks.

A copy of each of the above reports, giving details of the proposals, is on file at the Department of Trade and Commerce, Ottawa, for consultation by persons interested.

HISTORY OF THE GERMAN FISH MEAL TRADE

M. B. Palmer, Acting Trade Commissioner

[One reichsmark equals $0·2382; 1 kilogram, 2·2 pounds]

Hamburg, October 4, 1929.—Mr. Carl Pape, who has been associated with the fish meal business in Hamburg for many years, has published a brief history of the trade, in the course of which he writes that the extensive manufacture of fish meal in the leading fishery countries of Great Britain and Norway dates back to the sixties of last century.

As is still the case in Great Britain, waste from the large fish markets was being utilized, which included the heads, backbones, offal and poor quality fish,

and also whitefish such as codfish and haddock. The liver is used for the manufacture of cod-liver oil, and the roe as a substitute for caviar. In Norway the fish are dried in the sun and handled as dried cod and clipfish, while the waste, excepting liver and roe, is sent to the fish meal factories.

FIRST GERMAN FISH MEAL IMPORTS

Until 1905 all varieties of fish meal were used only for fertilizing purposes and were known as "fish guano". This commodity was introduced into Germany in competition with Peru guano at the beginning of the Seventies by the well-known firm of Ahlendorff & Co., who, however, soon left the import in the hands of two other Hamburg firms which were alone in the market for many years.

The chief quality considered was Norwegian codfish meal, with a content of from 8 to 9 per cent nitrogen and from 13 to 14 per cent phosphoric acid, but the quantity imported was comparatively small, being approximately 5,000 tons annually. Hamburg capital had an interest in a factory in the Lofoten in the Eighties.

Meal from Great Britain appeared on the market later, and was mainly sold by the two import firms to Japan where, after the Russo-Japanese war, a great demand existed for fish guano. The Hamburg firms took over the total year's production of all factories and sold in big lots f.o.b. Hamburg. From 30,000 to 40,000 tons per annum were disposed of, but unfortunately the Japan outlet only lasted until 1909, when the whole European production was then dependent solely on the German market, with a consequent considerable price reduction.

The first German fish meal plant was built in 1893 at Wesermünde, which is still fully occupied, although suitable raw material is not available in large quantities.

ADAPTABILITY

On account of its high nitrogen (albumen) and phosphoric acid (phosphoric chalk) content, fish meal is more suitable and has a world-wide preference over mineral fertilizers, providing the price is in accord.

Central Germany was the chief district consuming fish guano, while the other provinces preferred Peru guano. While the former is suitable for all cultivation, it was used more extensively for autumn fertilizing on account of its slow but constant strength.

GERMAN CONSUMPTION

Since 1905 the demand in Germany for fish meal for feeding purposes increased from year to year in competition with meat meal, as an addition to cake feeds for fattening purposes. In the Nineties a price of R.M. 5 per 50 kilogrammes was paid for Norwegian codfish meal, which quality by 1914 was valued at R. M. 9, while since then the price has reached R.M. 18 to R.M. 24, free Hamburg.

The approximate yearly consumption figures of fish meal and herring meal for feeding purposes are as follows in metric tons: 1905, 1,000; 1908, 10,000; 1911, 30,000; 1913, 60,000; and 1928, 120,000.

TRADE DEVELOPMENT

During the earlier years 1905-8 it took considerable effort on the part of Hamburg dealers to introduce the new feed, as agriculturists were very hesitant about the addition of any advanced methods. Farmers were supplied with gratis deliveries and they slowly became regular buyers.

When fish meal by-feeding was started, varieties containing a low fat and salt content were preferred, so that the British plants were now forced strictly to separate the raw material and grind each separately. Through better refining methods, herring meal has been considerably improved by a greater oil and salt abstraction.

Germany, and especially the Hamburg trade, claims to have been the first to recognize the value of fish meal as a feedstuff. As the price of mineral fertilizers depreciates, fish meal will gradually become utilized for feed purposes only. If, as is expected, this gradually comes about and fish meal is regarded with increasing favour as an animal feed, sufficient stocks will be forthcoming, since together with the cod and herring meal production, there is a gradual yearly increase in the output of whale meal.

An almost universal reorganization of fish meal plants is in progress, and reduction machines as manufactured by the renowned Schlotterhose factory at Wesermünde are mainly being installed.

Hamburg has always been the chief port of entry for this product and it is anticipated that the ruling position in the trade may be maintained.

SEED POTATOES FOR THE CANARY ISLANDS

V. E. Duclos, Acting Trade Commissioner

Milan, October 9, 1929.—With reference to the report on the Canary Islands which appeared in *Commercial Intelligence Journal* No. 1320 (May 18, 1929), the following information in regard to seed potatoes, which has been obtained from His Britannic Majesty's Consul in Teneriffe, may be of assistance to Canadian exporters interested in this market.

The kind of package preferred for seed potatoes is single bags, the standard weight being 50 kilos. The size of the potato required for planting is 1½ to 2 inches, but 1½ inches is preferred.

The regular planting dates are: "King Edward's", from the end of October until the end of September; "Up-to-Date", from November until January.

A certificate must accompany each shipment issued by the local agricultural authority in respect of freedom from disease. In addition, all importations are subject to local inspection by the Phytopathological Service of the local Provincial Government.

There is no customs duty in the Canary Islands on the import of potatoes.

It is believed that the best method of getting into this market would be to send a trial shipment of a few bushels of each of Canada's leading varieties to the leading importers, who would distribute them amongst the principal growers. If any Canadian exporter is willing to send such a shipment free, he can obtain the names of the principal importers on application to the Department of Trade and Commerce, Ottawa.

The range of prices c.i.f. Canary Island for seed potatoes during the last three years have been as follows:—

	Per Bag				
1926 "King Edward" c.i.f. Teneriffe	5s.	7d.	to	5s.	9d.
"Up-to-Date" c.i.f. Teneriffe	5	7½	to	5	9
1927 "King Edward" c.i.f. Teneriffe	5	3	to	5	8
"Up-to-Date" c.i.f. Teneriffe	5	6½	to	6	1
1928 "King Edward" c.i.f. Teneriffe				5	3
"Up-to-Date" c.i.f. Teneriffe				5	8

The Trade Commissioner in Milan (via Manzoni 5) will be pleased to supply any further information that may be desired by interested Canadian firms.

CODFISH MARKET CONDITIONS IN ITALY

Mr. V. E. Duclos, Acting Trade Commissioner in Milan, writes under date October 7 that the market for Gaspe fish is very firm. For prime quality 62s. is asked and it is expected that 60s., if not 61s., will be secured c.i.f. Naples. There will also be a market here this year for Labrador, in view of the fact that Iceland fish is not coming forward so freely, yet later on things may completely change, as the salt fish market is one that has considerable fluctuations.

ITALIAN CANNED FISH MARKING REGULATIONS

V. E. Duclos, Acting Trade Commissioner

Milan, October 6, 1929.—In view of the decree of July 7, 1927 (No. 1548), as published in *Commercial Intelligence Journal* No. 1277 (July 21, 1928) and the further regulations for the application of this decree as contained in a royal decree of July 27, 1929 (No. 1427), it would seem advisable to submit a few general notes on the situation as it appears at present.

When the law became effective on June 30, 1929, the Italian authorities found that if they insisted on its observance they would be inflicting severe hardship on those interested in the importation, distribution and sale of canned salmon in this country. There were shipments in transit, in bond, in distributing warehouses, and in retail stores throughout the country amounting to several million lire, and the Council of Ministers therefore deemed it advisable, on the proposal of the Minister of Agriculture and Forestry, to approve a measure regulating the keeping, sale, and supply to the public of fish products (for human consumption) preserved in receptacles not in accordance with Article 4 of the Royal Decree Law of July 7, 1927 (No. 1548). This measure authorizes, up to December 31, 1930, the keeping, supply, and sale to the public of fish products preserved in receptacles on which the species of the product, the substances employed for the preservation thereof, the net weight, the name of the producer, and the country of origin, as laid down in Article 4 of the Decree Law of July 7, 1927 (No. 1548), are not specified.

This means that as a special concession canned salmon not complying with the above-mentioned law will, if in transit, be admitted to the country; if in bond, released; and if in warehouses or retail stores, allowed to be sold to the public up to December 31, 1930. It must be particularly noted here that this concession does not in any way apply to future shipments from Canada, which must conform to the law.

With regard to the compulsory markings, they must consist of: (1) the name of the firm; (2) the town; (3) the country of origin; (4) the brand of the salmon—for instance, "salmon chum" or "salmon pink", or whatever it may be; (5) the words "peso netto" (for instance) "453 grams or grammi". It is not absolutely necessary to put in the small amount of salt, but should this be done it could take any of the three following forms: (1) sale circa, 5 grammi; (2) conservato con sale; or (3) bollito con sale. In the event of this being omitted, the net weight of the contents must include the weight of the salt, hence 453 grammi, as indicated under (5) "peso netto" above.

Article 4 of the law permits a firm to register a trade mark which may be used instead of the name of the firm.

The Italian Government have granted many concessions in regard to the above regulations, but it is now definitely stated that the compulsory regulations in accordance with the law must be embossed or lithographed directly on the container, and it is very unlikely that further concessions will be granted. Double tops, whether clamped or soldered to the tins, do not comply with these regulations and will not in future be admitted.

GENERAL CONDITIONS AND OUTLOOK IN EGYPT

Although the great majority of the population of Egypt live in comparative poverty—though as a result of their frugality definitely removed from the hunger line—Egypt is as a whole a prosperous country, writes Mr. R. M. Turner, O.B.E., British Commercial Secretary at Cairo. Her natural wealth, as represented by the important Government undertakings and constructions, is steadily increasing; private building continues, often on an extensive scale; while the quantity of Egyptian securities held in the country is constantly augmented. The high price level maintained by these securities on the world's market is, moreover, evidence of the good credit enjoyed by the country. At the same time the amenities of life in the principal towns are being constantly improved and modernized, and compare favourably with those in many towns in Europe.

Side by side with this "Europeanization" of the towns has proceeded a sophistication of the commercial life of the country. This has its good sides, for example, in the development of the use of banks, with a consequent reduction of "hoarding" and increased use of cheques (a clearing house for Cairo was opened in November, 1928, and for Alexandria in May last, figures of the business done being shown in an appendix to Mr. Turner's report), and a close contact with the majority of European and oversea markets. On the other hand, it has led to a very large increase in the number of people engaged in business and consequently to greater competition. The phenomenon of the entry into business in post-war years of young men with no experience and some little capital which is often soon lost, is not, indeed, peculiar to Egypt, but it would appear to be continuing longer in this country than in most. Concurrent with this increase in the number of men engaged in business locally is increased competition on the market by foreign shippers, the interreaction of the two resulting in price-cutting, failures and realization of stock at under cost price, with consequent disorganization of the market.

Thus, although 1928 and the opening months of 1929 showed an increase in trade, coinciding with the generally favourable conditions of the cotton market, complaints of an unhealthy state of trade were not infrequent, and, indeed, after one or two failures in the cotton piece-goods branch, the word "crisis" was heard in certain quarters. At the same time, criticisms were levelled against the banks who, it was maintained, had unduly reduced credits. It seems not unlikely that, in the case of certain of the newer banks, whose credit policy had been somewhat too lenient, owing largely to the fact that the safest business was already in the hands of the older establishments, the over-trading that had taken place on the market had forced them to greater circumspection. In a market like Egypt, where extensive credit-giving between business men is inherent, the failure of one man affects his neighbour more generally than in other countries. The position of the market as a whole was, therefore, undoubtedly affected. Generally, however, the older banks maintained their usual standard of credit facilities, and while temporarily unpleasant on all sides, the elimination of the less solidly founded businesses will doubtless in the end prove beneficial to bona fide traders.

Financial conditions in Egypt were comparatively favourable during 1928. A steady cotton market was, of course, most responsible for the improved conditions, with the result that, despite minor fluctuations in cotton prices, the 1928 market can be regarded as having completed the general recovery from the so-called slump of 1926. In 1927 the majority of cultivators delayed fixing the price of cotton, thus receiving no benefit from the good prices ruling during the early part of that year, but in 1928 actual prices ruling at the time of delivery seemed attractive, and a large proportion of the crop was fixed.

During the year the banks who specialize in the cotton industry carried out a cautious policy in regard to credits to growers, with the result that a healthier situation now exists. Furthermore, the fact that the 1929 cotton crop is estimated at 7,500,000 cantars and has, on the whole, sold freely at prices which are remunerative to growers, would seem to indicate that the satisfactory conditions will continue during the present year. On the other hand, wages in the provinces remain low.

Total imports into Egypt in 1928 increased by some £E.3½ millions as compared with 1927, and total exports rose by about £E.7¾ millions. Exports of cotton were 7,433,000 cantars, valued at £E.43,137,000, as against 7,383,000 cantars, worth £E.39,000,000 in 1927.

On the whole it may be said that the general situation is such as to warrant no small degree of optimism in regard to the economic development of the country. In many quarters Egyptians are becoming more generally alive to their country's potentialities, and while there is always some risk of such newborn enthusiasm over-running itself, yet there are grounds for the belief that, given political stability and wise guidance, the progress which of recent years has manifested itself in Egyptian economic life should continue and indeed be accelerated.

SWISS HARVEST PROSPECTS

This year's harvest has been the best for over half a century, in both quantity and quality, says the London *Times Trade Supplement*. Not only farmers but also fruitgrowers have enjoyed a record year. Cereals, fodder, and potatoes have yielded excellently.

With regard to cereals, the guaranteed price for the purchase by the Confederation of the 1929 harvest has been fixed as follows (per 100 kg.): wheat, 42·50 fr.; rye, 35·50 fr.; and spelt, 30·50 fr. In order to facilitate the distribution of fruit to consumers, the Federal Department of Finance has authorized a reduction of 50 per cent in transport charges for consignments sent from rural to urban and to mountain districts. This reduction also applies to truck loads of fruit. It is hoped that these measures will serve as an encouragement to fruitgrowers.

TRADE OF GRENADA IN 1928

The total value of imports and exports during the year under review was £429,279 and £445,266, a favourable balance of £15,987, states the Grenada Report for 1928. The chief imports were: flour, £46,069; cotton piece-goods, £29,091; wood, unmanufactured, £18,883; fish, dried, £17,944; sugar, unrefined, £10,123; rice, £11,731; boots and shoes, £10,083; and motor cars, £10,775; while the principal exports included cocoa, £274,561; spices, nutmegs, £87,965; spices, mace, £49,260; and cotton, raw, £10,735.

The United Kingdom supplied imports to the value of £163,185; Canada, £95,603; and the United States, £72,151; while the chief recipients of exports were the United Kingdom and the United States with £194,442 and £190,987 respectively.

TRADE OF GAMBIA IN 1928

Imports and exports during the year under review amounted in value to £1,010,686 and £1,156,000, as compared with £863,376 and £999,000 respectively in 1927, states the Gambia Report for 1928. It will be seen, therefore, that the favourable trade balance rose from £135,624 in 1927 to £143,323 during the year under review. The largest increases of imports were in cotton piece-goods and rice. The former, with 7,122,355 square yards, showed an advance of £47,768 over 1927, and the latter, with 11,440 tons, a rise of £32,482 over 1927. On the other hand, kola nuts and tobacco were consumed in lesser quantities than in 1927, the decline in value of these commodities, as compared with the previous year, being £9,272 and £4,496 respectively.

Great Britain supplied most of the following goods: apparel, bags and sacks, coal and cement, cottons, lumber, medicine and drugs, oils edible, tobacco and potable spirits. The chief items from France were biscuits, shoes and slippers, hats and caps, rice, soap, sugar, tea, and wines. The chief imports from the United States were flour, oil (not edible), and motor cars.

As regards exports, except for palm kernels and hides, representing together only £18,139, the sole export of Gambia is groundnuts. It may be stated that the value of the groundnut crop in 1926 was £1,122,253. Of the total export of this commodity, 33 per cent went to the United Kingdom, the same quantity to France, 20 per cent to Germany, and 6 per cent to Holland.

WHAT THE CANADIAN EXPORTER CAN DO FOR THE TRADE COMMISSIONER

The meagre information frequently furnished by Canadian exporters places a serious handicap on the Trade Commissioner in his efforts to market their products. A general statement of the facts about the exporter, his bank references, whether he is already engaged in foreign trade and for what period and to what extent—these are some of the essentials that should be given in the first letter to the Trade Commissioner. He also wants general data about the commodity which the exporter wishes to sell in that particular market, noting any special advantages pertaining to the line offered, particularly as compared with well-known articles of the same type from other countries. He wants to know exactly what the manufacturer is himself willing to do to place his goods in the new field: the basis on which sales would be made to the importer or on which goods could be offered for sale by a recognized agent, and the commission that would be paid the latter; what would be required of an importing house or agent in order to obtain the agency for the line; whether the manufacturer would send consignment stock or samples and in what quantity; whether he is prepared to advertise or co-operate in advertising and to what extent; the facilities possessed by the manufacturer for export shipment, and the kind of supervision that is exercised by him over the packing of goods destined for a distant market.

PRICES

Prices should never be quoted from an interior manufacturing point in Canada. Where quotations c.i.f. port of destination are not practicable, they should be given f.o.b. steamer, but it is strongly recommended that prices should be quoted c.i.f. This is a most important point, as the foreign buyer has no definite knowledge of the charges likely to be incurred if quotations are f.o.b. cars at port of shipment and freight rates from some interior port in Canada to the seaboard are unobtainable in foreign countries. He has no means of

knowing insurance rates, or the elements that enter into the fixing of the premiums. As a rule he is unable to obtain a quotation of an outward freight rate at an inward port, as the general practice of steamship companies is to refer a request for a freight rate from (say) Montreal to Auckland to the agent in the former city, although an approximate rate may be quoted. The foreign buyer is at a distinct disadvantage unless prices are quoted c.i.f.

DISCOUNTS

Discounts should be printed, or typewritten, preferably on a folder or slip accompanying the catalogue. In submitting an illustrated descriptive catalogue to prospective customers the importer should not be placed in the position of having to disclose the exact terms on which the goods are offered to him.

GROSS AND NET WEIGHT

A knowledge of the gross and net weights per unit quoted is essential. Without these the prospective purchaser is unable to estimate laid down costs.

SUMMARY OF POINTS TO BE NOTED

The fullest possible information in regard to the commodity and complete details on the following points would greatly aid the Trade Commissioners in the intelligent handling of inquiries addressed to them as to the introduction and subsequent marketing of Canadian goods on behalf of exporters:—

1. Cable address, code used, and special code words not in the regular code books.
2. (*a*) The basis on which prices are quoted, whether c.i.f. main foreign ports, f.a.s. Canadian ports, or f.o.b. vessel.
   (*b*) Are prices in Canadian or American funds?
   (*c*) If prices are c.i.f. and transhipment has to be made, are such items as consular charges and disbursements at port of transhipment and/or unloading for account of buyer?
3. Are quotations firm or subject to change without notice due to fluctuations in costs of raw material?
4. On what quantity basis are quotations made? Can prices be reduced on quantity orders, and if so how much?
5. Are orders subject to acceptance by exporter?
6. What brand do lines bear, and are these to be sold under this brand in foreign markets.
7. What is the nature of packing? Heavy wooden crates, boxes, new bags or burlap?
8. Are lines stocked and available for immediate shipment? If not, how long after receipt of order will goods go forward?
9. What are your terms? Is there a special discount for cash?
10. What is the gross and net weight in pounds? Measurement in cubic feet?

With the foregoing information on hand, supplemented by recent catalogues and descriptive literature, and, if not too bulky, samples—not necessarily a full range—Trade Commissioners are put in a position to give at short notice the best service to Canadian exporters and can either place them in communication with reliable importers or recommend suitable agents.

TARIFF CHANGES IN MEXICO

Writing under date October 3, 1929, the Trade Commissioner in Mexico City advises that the following changes have been made in the import tariff of Mexico by a decree of September 27, 1929:—

Wooden match boxes, duty increased from 10 centavos to 1 peso per legal kilo (from 2·26 cents to 22·6 cents per pound).

Wooden match splints, duty increased from 10 centavos to 60 centavos per gross kilo (from 2·6 cents to 13·6 cents per pound).

Articles of lead, n.o.s., duty increased from 20 centavos to 60 centavos per legal kilo (from 4·5 cents to 13·6 cents per pound).

Glass rods and tubing have been rated at 15 centavos per gross kilo, equal to 3·4 cents per pound. (These were formerly dutiable at various rates in accordance with weight, etc.)

All the above are subject to the usual surcharges, totalling 13 per cent of the duty.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING OCTOBER 21

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal erchanges for the week ending October 21, 1929. Those for the week ending October 14, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending Oct. 14, 1929	Week ending Oct. 21, 1929
Austria	Schilling	.1407	$ .1441	$ .1438
Belgium	Belga	.1390	.1410	.1411
Bulgaria	Lev	.0072	.0072	.0072
Czechoslovakia	Krone	.....	.0299	.0299
Denmark	Krone	.2680	.2702	.2702
Finland	Markka	.0252	.0254	.0254
France	Franc	.0392	.0397	.0397
Germany	Reichsmark	.2382	.2411	.2413
Britain	Pound	4.8666	4.9155	4.9247
Greece	Drachma	.0130	.0131	.0131
Holland	Guilder (Florin)	.4020	.4067	.4068
Hungary	Pengo	.1749	.1769	.1766
Italy	Lira	.0526	.0529	.0528
Jugo-Slavia	Dinar	.1930	.0178	.0177
Norway	Krone	.2680	.2702	.2702
Portugal	Escudo	1.0805	.0455	.0454
Roumania	Leu	.1930	.0060	.0060
Spain	Peseta	.1930	.1470	.1466
Sweden	Krona	.2680	.2711	.2711
Switzerland	Franc	.1930	.1954	.1955
United States	Dollar	1.0000	1.0112	1.0096
Argentine Rep.	Peso (Paper)	.4244	.4244	.4232
Brazil	Milreis	.5462	.1203	.1201
Chile	Peso	.1217	.1226	.1224
Colombia	Peso	.9733	.9778	.9763
Mexico	Peso	.4985	.4827	.4819
Peru	Libra	4.8666	4.0450	4.0387
Venezuela	Bolivar	.1930	.1946	.1943
Uruguay	Peso	1.0342	.9947	.9894
Cuba	Peso	1.0000	1.0003	1.0003
Batavia, Java	Guilder	.4020	.4051	.4051
China	Tael	.....	.5549	.5559
India	Rupee	.3650	.3665	.3672
Japan	Yen	.4985	.4833	.4821
Siam	Baht (Tical)	.4424	.4575	.4568
Singapore, Str. Settlements	$	.5678	.5738	.5729
Jamaica	Pound	4.8666	4.9172	4.9222
Barbados	$	1.0000	1.01 7/8—1.02 7/8	1.01 7/8—1.02 7/8
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.01 3/4—1.03 1/64	1.01 3/4—1.03
Martinique	Franc	.0392	.0396	.0397
Guadeloupe	Franc	.0392	.0396	.0397

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

865. West African Trade.—A Birmingham manufacturers' agent wishes to hear from Canadian exporters of flour, canned goods and other foodstuffs who are desirous of introducing their products in West Africa.

866. Canned Fruit and Canned Fish.—A London provision merchant, having a connection with the wholesale provision trade, would be pleased to hear from Canadian producers seeking representation.

867. Dried Fish.—A Hongkong import firm ask for prices and samples of dried awabi.

868. Smoked Haddock.—Manufacturers' agents in Argentina wish to receive quotations f.o.b. Atlantic seaboard from Canadian exporters of smoked haddock.

869. Potatoes.—A commission agent in Neuvitas, Cuba, desires to represent a Canadian exporter of potatoes in this country.

870. Flour.—A Hongkong firm of importers and commission agents wish to hear from a Canadian flour mill which would be prepared to give an exclusive agency for Hongkong and South China.

871. Maple Syrup.—A Bristol firm of manufacturers desire c.i.f. Avonmouth quotations on maple syrup, preferably in 5- or 10-gallon tins, on quantities of 100 gallons.

872. Oatmeal.—A Hongkong firm of direct importers ask for quotations on oatmeal, packed in tall tins, bags, or boxes.

873. Hay.—A South Wales firm desire to be placed in touch with Canadian exporters of hay.

Miscellaneous

874. Paper Pulp.—Quotations are required for the following paper pulp for Mexico: Bleached sulphite pulp; unbleached sulphite pulp (strong fibre for newsprint), colour not important; easy bleaching sulphite pulp (special attention to be paid to colour); kraft pulp (air dry basis 90 per cent). Quotations are required per English ton of 2,240 pounds for delivery c.i.f. Veracruz, including 10 per cent consular fee. Samples are required with quotations, with special reference to unbleached strong sulphite pulp. Total quantity required, 500 tons. Prices should include 5 per cent commission to agent.

875. Plywood.—A Hongkong firm of agents and direct importers ask for quotations on various types of plywood to be used for motor coach construction and general building purposes.

876. Kraft Wrapping Paper.—A Hongkong firm of direct importers ask to be supplied with samples and c.i.f. prices of M.G. kraft wrapping paper 36 inches by 48 inches 48 pounds upwards.

877. Printing Paper.—A Hongkong firm of direct importers ask to be supplied with samples and c.i.f. prices of M.F. white thin printing paper 31 inches by 43 inches, 37 pounds, in sheets.

878. Barrel Staves.—A Hongkong firm of agents and direct importers ask to be supplied with prices on barrel staves and headings.

879. Hardware.—A Hongkong importing firm are anxious to secure the agency of Canadian manufacturers of hardware.

880. Tubes.—A Birmingham agent desires to represent Canadian manufacturers of tubes for gas water, and steam.

881. Fish Skins Suitable for Tanning.—A London firm who are purchasers of all kinds of fish skins suitable for tanning are anxious to get in touch with Canadian fish firms who are in a position to offer supplies.

TRADE INQUIRIES FROM BARBADOS, BRITISH WEST INDIES

FOODSTUFFS

882. Potatoes.—One of the largest merchant houses in Barbados wishes to buy Canadian potatoes.

883. Canned Fruits and Vegetables.—A Barbados commission agent would like to represent a Canadian exporter of these goods, including tomatoes, pears, cherries, etc.

884. Packing-house Products.—A prominent Barbados firm wish to represent a Canadian packing house for bacon, pork, ham, lard, etc.

885. Canned Meats.—A Barbados commission agent wishes to represent a Canadian shipper of canned meats.

886. Canned Salmon.—A manufacturers' agent in Bridgetown, Barbados, wishes to represent a Canadian exporter of canned salmon.

887. Codfish.—A commission house in Bridgetown, Barbados, would like to represent a Canadian exporter of dried codfish.

888. Fish.—A firm in Bridgetown, Barbados, would like to hear from a Canadian fish exporter with a view to representation.

889. Oilmeal.—A prominent firm in Bridgetown, Barbados, wish to buy oilmeal from Canada.

890. Butter.—A Barbadian firm would like to represent a Canadian exporter of butter.

891. Flour.—A large firm in Barbados wish to represent a Canadian flour mill.

MISCELLANEOUS

892. Douglas Fir.—A firm in Bridgetown, Barbados, would like to represent a British Columbia exporter of Douglas fir.

893. Shingles.—A well-known firm in Bridgetown, Barbados, would like to buy white cedar shingles from Eastern Canada.

894. Newsprint.—A commission agent in Bridgetown, Barbados, wishes to represent a Canadian exporter of newsprint.

895. Second-hand Jute Bags.—A firm in Bridgetown, Barbados, would like to buy second-hand jute bags.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To Southampton.—Empress of Scotland, Canadian Pacific, Oct. 31.

From Montreal

To Avonmouth.—Kastalia, Nov. 6; Salacia, Nov. 16—both Anchor-Donaldson; Nessian, Nov. 26; Caledonia, Nov. 23; Nubian, Nov. 28—all White Star.

To Belfast and Dublin.—Carrigan Head, Nov. 20; Lord Downshire, Nov. 25—both Head Line.

To Cardiff.—Kastalia, Anchor-Donaldson, Nov. 6; Caledonia, Nov. 23; Nubian, Nov. 28—both White Star.

To Dundee.—Cairnross, Thomson Line, Nov. 15.

To Glasgow.—Beaverdale, Nov. 1; Montcalm, Nov. 14; Beaverhill, Nov. 15—all Canadian Pacific; Carmia, Oct. 25; Letitia, Nov. 1; Corinaldo, Nov. 8—all Anchor-Donaldson; Laval County, Nov. 12; Kings County, Nov. 22—both County Line; Koeln, North German Lloyd, Nov. 16.

To Hull.—Incemore, Nov. 1; Valemore, Nov. 19—both Furness Line.

To Liverpool.—Duchess of Atholl, Nov. 1; Duchess of Richmond, Nov. 15; Duchess of York, Nov. 22—all Canadian Pacific; Doric, Nov. 2; Regina, Nov. 16; Megantic, Nov. 28—all White Star; Antonia, Nov. 8; Andania, Nov. 22—both Cunard Line.

To London.—Beaverdale, Nov. 1; Beaverford, Nov. 8; Beaverhill, Nov. 15; Beaverburn, Nov. 22—all Canadian Pacific; Alaunia, Nov. 1; Aurania, Nov. 8; Ausonia, Nov. 15; Ascania, Nov. 22—all Cunard Line; Incemore, Nov. 1; Valemore, Nov. 19—both Furness Line; Megantic, White Star Line, Oct. 31.

To Manchester.—Manchester Division, Oct. 31; Manchester Brigade, Nov. 7; Manchester Producer, Nov. 14; Manchester Commerce, Nov. 21—all Manchester Line.

To Newcastle and Leith.—Cairnmona, Nov. 1; Cairnross, Nov. 15; Cairnesk, Nov. 22—all Thomson Line.

To Southampton.—Montrose, Nov. 7; Montcalm, Nov. 14—both Canadian Pacific; Calgaric, Nov. 14; Megantic, Oct. 31—both White Star Line.

To Swansea.—Nubian, White Star Line, Oct. 26; Salacia, Anchor-Donaldson, Nov. 16.

To Antwerp.—Montrose, Nov. 7; Beaverford, Nov. 8; Beaverburn, Nov. 22—all Canadian Pacific; Brant County, Oct. 31; Labelle County, Nov. 18—both County Line.

To Bordeaux and Havre.—Kent County, County Line, Nov. 16.

To Bremen.—Koeln, North German Lloyd, Nov. 16.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, Nov. 10.

To Hamburg.—Beaverdale, Nov. 1; Montcalm, Nov. 14—both Canadian Pacific; Elmshorn, Nov. 1; Laval County, Nov. 8—both County Line.

To Rotterdam.—York County, Nov. 14; Hada County, Nov. 29—both County Line.

To South France and Italian Ports.—Valfiorita, Lloyd Mediterraneo Italian Service, Oct. 30.

To South African Ports.—Milverton, Elder Dempster Line, Nov. 7.

To South American Ports.—Canadian Pioneer, Canadian National, Nov. 20.

To Australian Ports.—Canadian Scottish, Oct. 30; Canadian Victor, Nov. 15—both Canadian National.

To New Zealand Ports.—Canadian Highlander, Canadian National, Nov. 24.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, Nov. 2; Cornwallis, Nov. 24—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cathcart, Nov. 2 (Kingston only); Lady Rodney, Nov. 9; Cavelier, Nov. 16 (Kingston only); Lady Somers, Nov. 23—all Canadian National.

To Bermuda. St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Agnete Maersk, Nov. 8; Spica, Nov. 22—both Ocean Dominion.

To Cornerbrook.—North Voyageur, Nov. 4; New Northland, Oct. 30, Nov. 13—both Clarke SS.

To St. John's, Nfld.—Rosiland, Furness-Red Cross Line, Nov. 1, Nov. 15.

To St. Pierre-Miquelon.—Veslar, Newfoundland-Canada Traders, Nov. 6, Nov. 19.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Nov. 7; Lady Hawkins, Nov. 21—both Canadian National.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every Tuesday, Thursday, and Saturday.

From Halifax

To Gothenburg.—Kungsholm, Furness, Withy, Nov. 11.

To Cardiff and Avonmouth.—Nessian, Leyland Line, Oct. 29.

To Liverpool.—Newfoundland, Oct. 29; Manchester Hero, Nov. 5; Nova Scotia, Nov. 16; Manchester Merchant, Nov. 23—all Furness, Withy.

To London and Hull.—Incemore, Nov. 4; Kenmore, Nov. 18—both Furness, Withy; Missouri, Oct. 29; Maryland, Nov. 13—both Leyland Line (calls only at London).

To Manchester.—Manchester Citizen, Oct. 28; Manchester Division, Nov. 4; Manchester Brigade, Nov. 11; Manchester Producer, Nov. 18; Manchester Commerce, Nov. 25—all Furness, Withy.

To St. John's, Nfld.—Nerissa, Oct. 29; Silvia, Nov. 5; Newfoundland, Oct. 29; Nova Scotia, Nov. 16—all Furness, Withy; Farnorth, Farquhar SS., Nov. 8, Nov. 22; Kyvig, Newfoundland-Canada Traders, Oct. 30.

To St. Pierre-Miquelon.—Farnorth, Nov. 8, Nov. 22; Sambro, Oct. 29, Nov. 12; Fernfield, Nov. 2, Nov. 16—all Farquhar SS.; Kyvig, Newfoundland-Canada Traders, Nov. 18.

To Kingston (Jamaica).—Cathcart, Nov. 5; Cavelier, Nov. 19—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, Nov. 7; Colborne, Nov. 21—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Nov. 1; Lady Nelson, Nov. 15—both Canadian National; Peter Maersk, Oct. 31; Agnete Maersk, Nov. 14—both Ocean Dominion.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Oct. 30; Ottar, Nov. 13—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Russia, Nov. 2; Empress of Asia, Nov. 23—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Teucer, Oct. 29; Talthybius, Nov. 19—both Blue Funnel.

To Yokohama, Osaka and Dairen.—Paris Maru, Osaka Shosen Kaisha, Nov. 19.

To Auckland, Wellington and Dunedin.—Golden Cross, Oceanic and Oriental Navigation Co., Nov. 11.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, Nov. 13.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, Transatlantic SS., middle November.

To Napier, Lyttelton, Dunedin and New Plymouth.—Wairuna, Canadian-Australasian Line, Nov. 1.

To Papeete, Wellington, Melbourne and Sydney.—Waiotapu, Canadian-Australasian Line, Nov. 1.

To Brisbane, Melbourne and Dunedin.—Tyr, Canadian-Australasian Line, Nov. 4.

To Manchester.—Pacific Grove, Furness Pacific Line, Nov. 2; New Westminster City, Reardon-Smith Line, Oct. 28.

To Liverpool, Southampton, London and Rotterdam.—Loch Monar, Nov. 8; Nebraska, Nov. 19—both North Pacific Coast Line.

To Glasgow, Liverpool and London.—Moliere, North Pacific Coast Line, Nov. 11.

To London, Rotterdam and Hamburg.—Marconi, North Pacific Coast Line, Nov. 27.

To Hamburg, Bremen, Rotterdam and Antwerp.—Eemdyk, Oct. 30; Grootendyk, Nov. 17—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—Nevada, Nov. 7; Arizona, Nov. 22—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Savoia, Nov. 1; Feltre, Nov. 13—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Hindanger, Westfal-Larsen, Nov. 9.

To Cape Town, East London, Durban, Lourenco Marques.—Crown City, B.C. Shipping Agencies, Nov. 25.

To Colombia.—Point Reyes, Nov. 5; Point San Pablo, Nov. 16 (also calls at Curacao and Kingston)—both Gulf Pacific Line.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

COMMERCIAL INTELLIGENCE SERVICE

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Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

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Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*

Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

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J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

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C. M. Croft. Address for letters, P.O. Box 33 Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

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Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.)

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

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Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

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United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P **Deputy Minister: F. C. T. O'Hara**
Director, Commercial Intelligence Service : C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each): $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI **Ottawa, November 2, 1929** **No. 1344**

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TRADE COMMISSIONERS ON TOUR

Mr. Macgillivray

Mr. J. C. Macgillivray, Trade Commissioner in Rotterdam, is now on tour. The following are the early dates in his itinerary:—

Yarmouth .. ..Nov. 4
Kentville .. ..Nov. 5
Fredericton .. ..Nov. 8
Montreal .. ..Nov. 9-20

Mr. Young

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit as follows:—

Vancouver .. ..Nov. 2 to 12
New Westminster .. ..Nov. 13 to 14
Victoria .. ..Nov. 16 to 18

Mr. Poussette

Mr. H. R. Poussette, formerly Trade Commissioner in India, will be in Toronto from November 5 to 23.

Mr. McColl

Mr. E. L. McColl, Trade Commissioner in Buenos Aires, will visit as under:

Toronto .. ..Nov. 1-14
Hamilton.. .. ..Nov. 15-19
St. Catharines .. ..Nov. 20

SUMMARY OF THE TRADE OF CANADA: MONTH, SIX MONTHS, AND TWELVE MONTHS ENDING SEPTEMBER, 1929

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of September, 1929			Six months ending September, 1929			Twelve months ending September, 1929		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
	$	$	$	$	$	$	$	$	$
Imports for consumption									
Agricultural and Vegetable Products	18,187,882	4,418,259	7,421,140	114,220,736	24,156,964	51,041,527	231,883,790	54,013,362	103,747,118
Animals and Animal Products	5,372,192	460,471	3,714,591	30,014,508	2,794,844	18,975,995	68,625,839	5,650,448	40,166,560
Fibres, Textiles and Textile Products	14,412,395	6,015,503	4,541,387	95,091,330	35,795,454	34,421,988	206,190,180	74,846,204	82,651,224
Wood, Wood Products and Paper	5,093,251	507,299	4,265,077	31,866,620	2,826,396	26,796,798	62,438,104	5,219,102	53,247,514
Iron and its Products	22,049,621	1,745,861	19,392,106	188,536,643	12,240,286	169,960,460	350,682,074	21,885,034	317,532,432
Non-Ferrous Metals and their Products	7,906,158	621,601	6,554,604	44,962,453	3,868,728	37,600,611	86,948,536	7,137,162	73,238,316
Non-Metallic Minerals and their Products	16,393,069	1,203,377	13,344,976	94,794,445	7,684,057	74,650,165	179,922,365	13,056,477	145,000,427
Chemicals and Allied Products	3,423,585	477,302	2,091,664	21,160,948	2,773,261	14,371,795	39,933,371	5,297,110	27,157,398
Miscellaneous Commodities	6,541,695	878,254	4,703,181	39,645,786	6,018,993	28,144,328	72,926,636	10,635,580	52,240,638
Total Imports, 1929	99,379,848	16,327,927	66,028,726	660,293,469	98,158,983	455,963,667	1,299,550,895	197,740,479	894,981,717
1928	106,066,189	16,503,973	70,727,391	616,421,665	94,459,885	428,994,179	1,183,900,114	189,800,858	789,582,216
1927	91,802,777	14,679,754	58,466,445	551,478,017	90,554,884	358,848,200	1,073,166,446	173,880,980	760,530,615
	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
Exports (Canadian Produce)	$	$	$	$	$	$	$	$	$
Agricultural and Vegetable Products	22,135,922	11,983,230	3,113,997	194,456,304	89,161,735	21,184,888	549,846,207	265,318,997	51,244,720
Animals and Animal Products	15,034,537	5,444,160	7,550,977	70,440,269	22,842,010	38,003,562	150,919,317	43,980,534	80,306,812
Fibres, Textiles and Textile Products	802,995	108,914	363,284	5,249,313	460,853	2,650,931	10,024,365	855,716	4,962,789
Wood, Wood Products and Paper	24,718,068	2,762,999	19,700,314	147,752,378	12,620,216	120,908,438	294,867,317	23,582,842	240,297,222
Iron and its Products	6,822,422	799,320	838,052	43,606,126	3,171,464	7,016,436	90,530,162	8,221,649	13,580,581
Non-Ferrous Metals and their Products	11,970,209	964,119	8,507,463	74,428,090	5,905,749	50,115,169	137,101,369	14,924,795	85,864,483
Non-Metallic Minerals and their Products	2,419,594	169,434	1,569,427	15,040,678	988,886	9,986,990	29,473,452	2,021,786	19,485,259
Chemicals and Allied Products	1,810,396	553,230	884,753	9,831,378	2,350,268	5,141,826	20,720,502	4,097,487	11,798,381
Miscellaneous Commodities	2,036,891	99,049	1,527,337	10,807,060	1,803,959	7,143,965	19,745,664	2,916,710	13,446,764
Totals, 1929	87,751,034	22,884,455	44,055,604	571,611,596	139,305,140	262,152,205	1,303,228,355	365,920,516	520,987,011
1928	109,828,366	27,970,113	43,795,379	632,092,913	203,115,109	240,777,339	1,297,477,960	436,160,986	487,062,605
1927	97,412,316	28,340,456	42,101,081	562,964,296	177,645,515	231,860,117	1,252,254,842	435,347,513	477,290,157
Exports (Foreign Produce)									
Totals, 1929	1,672,560	73,628	1,470,746	12,974,989	638,514	11,494,108	27,254,528	1,647,068	23,866,426
1928	2,027,388	331,399	1,599,154	10,906,864	921,902	9,282,624	23,014,659	1,428,296	20,133,371
1927	1,922,314	86,494	1,710,690	10,140,896	1,565,567	7,790,126	18,443,594	1,997,278	14,960,906
Excess of Imports (i) or All Exports (e)									
1929	(i) 9,956,254	(e) 6,630,156	(i) 20,502,376	(i) 75,706,884	(e) 41,784,671	(i) 182,317,354	(e) 30,931,988	(e) 169,827,105	(i) 350,128,280
1928	(e) 5,789,565	(e) 11,797,539	(i) 25,332,858	(e) 16,578,112	(e) 109,577,126	(i) 178,934,216	(e) 136,592,505	(e) 247,788,424	(i) 282,386,240
1927	(e) 7,531,853	(e) 13,747,196	(i) 14,654,674	(e) 21,627,175	(e) 88,656,198	(i) 119,197,957	(e) 197,531,990	(e) 263,463,811	(i) 214,279,552

BIRCH AND OTHER FLOORING IN SCOTLAND

G. B. Johnson, Canadian Trade Commissioner

Glasgow, October 18, 1929.—If prices are such as to meet competition from other sources and the specifications of contractors, the prospects for Canadian hardwood flooring in Scotland may be regarded as excellent. The erection of new buildings, especially apparent in a progressive centre like Glasgow, seems to be breaking all records. One firm of Glasgow architects have work on hand at the present aggregating $7,500,000. While it might be an exaggeration to say that the central areas of Glasgow have been transformed during the past five years, it is certainly true that there have been striking changes through the erection of large numbers of high-class office buildings, bank buildings, and shops, and the improvement and extension of others. In the suburbs the erection of new houses has been phenomenal; they cover in every direction great areas which a few years ago were cultivated or waste land. In both classes of structures there are no signs of abatement of activity.

The possibilities for the use of hardwood flooring in new house construction in Scotland are strictly limited. It has been the general practice to lay down softwood floors of Baltic pine—the planks in wide widths—on which carpets or linoleum are laid. The general run of houses now going up—either under municipal housing schemes or by speculative builders—while attractive enough, have to be moderate in cost to meet the needs of people ranging from what may be described, for want of a better term, as the middle class down to the wage earner. Hardwood floors, owing to their higher cost, are automatically excluded from houses of this character. But in more expensive houses, say $5,000 and up, the use of hardwood floors is growing although not yet general. The outlet is, however, mainly in structures of a high class such as office buildings and hospitals, and for dance halls, schools and factories.

In June last the question of introducing Canadian birch flooring cropped up through the possibility of its utilization in an important public building in course of erection here. Since that time a survey has been undertaken among architects, builders and timber merchants, from which it is found that birch flooring is still practically unknown in Scotland. Previous attempts have been made to introduce this type of flooring, but without success. It seems that this was due, not only to the passivity of architects and builders, who were not easily persuaded to change their ideas when once they found a wood like maple that was satisfactory, but to the fact that in certain quarters there was and is an active prejudice against birch. It is stated that it does not keep its shape so well as maple; it is more apt to warp and twist; and it is also more liable to become wormeaten, or subject to the attack of the small insect which perforates birch furniture frequently with minute holes. If some firms could be induced to try it, the prejudice might be overcome—the difficulty is in getting a start.

The same difficulty was encountered when maple was first introduced. Pitch pine was then the timber in use for hardwood flooring, and to a considerable extent still is, especially in buildings like schools. Where pitch pine has been displaced in such buildings, it seems that Douglas fir, and to a more limited extent, maple, have been utilized, the former being imported in boards sawn usually 4 inches by 1¼ inches edge grain. The Douglas fir flooring is of both United States and British Columbian origin. A good share of the maple flooring laid here is also from the United States. Most of the lumber merchants, if they can supply it, are indifferent as to the source of supply.

While, as has been stated, there is a prejudice against this wood, and considerable difficulties in its introduction, some of the building contractors and architects in Glasgow are prepared to give birch a trial.

It is clear, from opinions expressed by the trade, that the best way to introduce birch flooring in this market is to induce architects to specify it in their schedules, as well as maple or Douglas fir, and in one case—that of the firm of architects referred to above—this has been done. Steps are now being taken to approach other prominent architects with the same object.

VIEWS OF A CONTRACTOR

The views of a prominent Glasgow firm of contractors may be of interest.

In the first place, to introduce Canadian birch flooring into this market it would be advisable to keep to the same standard sizes as the maple flooring at present being largely used, mainly 3¼ inches by 1⅛ inches and 3¼ inches by 13/16-inch, and all Canadian mills to produce exactly the same size for export. The great need for uniformity we might explain in this way. A merchant brings in a consignment, disposes of say, three-quarters of same before the arrival of a second consignment, and naturally wants the second consignment to be exactly the same size as the first, so that the joiner cannot have any complaint of bad jointing if he gets part of each consignment.

Regarding the possibilities, we see no reason why Canadian birch flooring could not be used in all cases where, at present, maple is specified, but to get it introduced to this market would require careful arranging. For instance, it is no use getting architects, education authorities, etc., to specify Canadian birch flooring in their schedules unless the contractors who will be tendering can get hard and fast prices and guaranteed deliveries. Therefore it would be advisable to get some of the big timber merchants to carry stocks under an extended credit until a demand has been worked up. No firm wants to carry a stock for which there is little demand, and as the selection of what is to be used is not in the hands of the contractors, your architects, surveyors and public bodies should be approached and be backed with the supplies and costs.

Maple flooring, tongued and grooved, with end matching, comes to this market in the following sizes: 3¼ inches by 13/16-inch and 3¼ by 1⅛ inches finished.

The requirements for birch would be the same. In the case of maple, the lengths range from 2 feet to 16 feet, with an average of 5. Such short lengths are an impediment to the utilization of both woods. A prominent architect states that if birch were available in longer lengths, he would "plump" for birch every time. It is suggested therefore that, after consultation with the trade, birch be offered in a minimum length of 3½ or 4 feet with an average length of 6 feet. It is doubtless not possible to offer these longer lengths without an increase in price, but as such lengths would be highly appreciated, it is suggested that Canadian manufacturers might carefully consider establishing a higher grade to meet this objection. While architects and builders would no doubt cheerfully pay the probable extra cost, the price of birch must be substantially less than maple in order to create the interest necessary to facilitate orders.

While it is the intention of this office to approach every firm of architects and contractors in this area to induce a greater interest among them in birch and other Canadian flooring, it is for manufacturers themselves to assist to make such publicity adequate and effective. This can be done by advertising in the architects' and builders' journals, and by taking space in the great exhibitions which are so successful in promoting sales in this country.

MARKET FOR PEAS IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, October 15, 1929.—There is a very large importation of peas into Great Britain. While there are a number of sources of supply, the chief exporters to this country are Japan, Holland, India, China, New Zealand and Australia. Canada's share of the trade is very small. During the course of a recent inquiry among Liverpool importers, none of the firms approached had received any offers from Canadian firms for several years past.

The largest business in the North of England is done in green peas for the household and restaurant trades. Several varieties cater to this demand, one of the most important being the green marrowfat pea. This variety is supplied from Lincolnshire, in Eastern England, and also from Holland and Japan. The English and Dutch marrowfats are both considered superior in flavour to the Japanese and accordingly bring better prices. On the other hand, Japanese marrowfat pea exports to this country have grown steadily during the last few years, the business in which has become one of the major features in the pea trade of Great Britain. Negotiations have in recent years developed along speculative lines, and Japanese marrowfat peas are now regularly traded in at London on a forward basis. They meet a cheaper demand than English or Dutch peas of this description, and resulting from improved hand-picked grading, with a government certificate covering each shipment, they have become well established on the English market.

Prices fluctuate considerably owing to the speculative nature of the trade. Recent values for Japanese marrowfats have been in the neighbourhood of £17 10s. ($85.16) to £18 10s. ($90) per ton of 2,240 pounds c.i.f. United Kingdom port. As against these figures, English and Dutch marrowfats have been valued at around £22 ($107) and £21 ($102) respectively. While the bulk of the trade is in marrowfats, other green peas sold on this market include Imperials from Holland, and small blue peas from Lincolnshire, Holland, and Australia. Although described as blue, this variety so named nevertheless belongs to the green pea class. Some of the Lincolnshire blue peas are put up for sale in small cartons and sold under various brands as a packaged article. Recently marrowfats have also been packed to a limited extent in cartons. This is, however, a relatively small trade, most of the green peas distributed in this district being sold in bags of about 100 pounds to grocers for retailing to the public.

Maple peas imported into the North of England from Tasmania and New Zealand are mainly used as a pigeon food, and while there is admittedly a limited outlet for this product, it is fairly steady. Recent average values for Tasmanian maples have been around 16s. ($3.90) to 17s. ($4.13) per cwt. c.i.f. Liverpool, and New Zealand are slightly cheaper. If Canadian firms offer green peas similar to the marrowfat at competitive prices, there should be a good outlet on this market.

Apart from the green pea trade, there is a demand in this area for white peas for splitting and/or grinding. Neither trade is as large as that in green peas, and as far as splitting is concerned this business is considerably smaller than before the war. Peas for splitting are imported mainly from India, China and Manchuria. Germany and Holland ship limited quantities of split peas to England. The largest supplies of white peas for splitting normally come from India, and are described as Karachi or Calcutta whites, according to district. Dealers report that average values for white peas on this market vary from £11 ($53.50) to £12 10s. ($60.80) c.i.f., depending on quality and source. It is understood that Manchurian whites suitable for splitting have been offering lately at about £12 ($58.40), but values fluctuate rapidly in this trade. Chinese and Manchurian peas have a lighter colour that is not so well liked as the redder tint of the Indian.

Importers who have had experience with Canadian white peas comment quite favourably on the quality. Business would seem to depend entirely on the question of price.

Peas not suitable for splitting are bought by grinders for stock food purposes, and when sold for grinding the prices obtained compare very unfavourably with values realized on splitting peas.

Any Canadian firms in a position to offer green or white peas are invited to communicate with this office, at the same time forwarding small samples and c.i.f. Liverpool prices, bags included.

MARKET FOR CANNED VEGETABLES IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, October 10, 1929.—While the market for canned vegetables in the North of England is limited in comparison with the outlet for canned fruits, there is nevertheless a quite substantial demand for certain lines such as canned peas and tomatoes.

Of the various Canadian vegetable lines, one of the best opportunities for increased business would seem to be in peas. Under average market conditions, there is a considerable amount of business done in this article. Prior to the adoption of regulations prohibiting the use of copper sulphate as a colouring agent, which went into effect in 1927, by far the largest share of the trade was in the hands of Continental packers: the housewife in England has a distinct preference for peas of a very green colour. Since then, however, Canadian peas, which contain no colouring matter, have been able to share more of the available business in competition with Belgian and Italian. Peas from these countries are put up in quart and pint tins; such sizes are more popular on this market than nominal 2's. Italian peas are considered superior in quality to the Belgian and bring much better prices. Current average values for Italian canned peas varying according to grade from 7s. 6d. ($1.82) to 11s. 6d. ($2.79) per dozen quart tins c.i.f. United Kingdom port. English canners in recent years have been turning out some very good packs, and it is reported that they are able to command business at prices above Italian brands, as the general quality and colour of the English product is better liked. Competition is extremely keen. Continental packers are well established with products graded and packed to meet the conservative requirements of this market. Italian and Belgian peas are sold both on packers' and buyers' brands. At the same time, several traders interviewed have commented favourably on the quality of Canadian canned peas, and in view of the widespread and increasing public interest in buying Empire food products, if Canadian firms can meet competition with a well-graded article, there should be an increasing outlet on this market.

The demand for canned tomatoes is much more extensive than in the case of peas. This business, however, is mainly in the hands of Italian and, to a lesser extent, Spanish canners. Generally speaking, Canadian and American producers have been unable to compete in price. Up to a few years ago, American canners enjoyed a considerable trade in tomatoes on this market, but the Italian article has now taken first place: it is claimed to have more solid fruit to the tin. Some traders attribute this to the type of the tomato used, which is described as the peeled plum variety. In any case, American canned tomatoes that have been sold on this market are considered by the trade to be more watery and consequently not as saleable as the Continental product. On the other hand, under short crop conditions in Italy, Canadian and American tomatoes have been imported. Last year it is understood that, owing to high Italian prices, considerable business was transacted in Californian

at prices ranging from 4s. 10½d. ($1.18) to 5s. 1½d. ($1.24) per dozen c.i.f. United Kingdom port for 2½ sizes. This season Italian prices have been more normal. Current quotations for 3's, in which the largest trade is done, have been averaging around 4s. 6d. ($1.09) per dozen c.i.f. Liverpool, and it is considered that competition from either Canada or the United States would be most difficult at these figures.

Apart from peas and tomatoes, the market for canned vegetables in the North of England is rather limited. Canned asparagus sells in fair quantities. The bulk of the trade is in the hands of American packers. There is a limited demand for canned corn, which is regularly stocked by several of the higher-class retail establishments in this district, but the volume of the business is restricted, as consumers in this country do not seem to have taken very quickly to it. Canadian canned corn, however, is generally considered to enjoy the bulk of the available business in this area. Canned carrots are imported in small quantities from the Continent, mainly from Belgium. Current prices average around 7s. 6d. ($1.82) per dozen quart tins c.i.f. Liverpool.

PORK AND BEANS

As mentioned in previous reports, the demand in Northern England for canned beans with pork in tomato sauce has grown substantially during the past few years. During the war consumers in this country became familiar with this North American product, and since then the trade has steadily developed, with the result that canned beans have become a popular low-priced foodstuff, particularly among the industrial workers. From the close of the war until some three or four years ago one or two well-known American packers who highly advertised their products controlled the largest share of the trade. The relatively limited better-class business still goes to the more expensive lines. More recently, however, other American firms entered the market with a much cheaper product: one firm in particular are credited with having pretty well captured the low-priced trade from the old-established brands. In addition, Canadian beans with pork of very good quality have also been selling in fairly considerable quantities, and in view of the growing demand for this article there seems every reason to hope for a continued increase in Canadian exports, provided that American competition can be met. The most popular size for the bulk trade seems to be the 18-ounce tin. American packers doing the bulk of the business in this market have been selling this size recently at 3s. 8d. (89 cents) to 3s. 10d. (93 cents) per dozen tins c.i.f. Liverpool.

WEST OF ENGLAND DEMAND FOR CENTRAL HEATING EQUIPMENT

Douglas S. Cole, Canadian Trade Commissioner

Bristol, October 15, 1929.—United Kingdom manufacturers of central heating devices and equipment are well organized and equipped to satisfy the normal demand in this country. While judged from a Canadian standpoint, only the fringe of the market has been so far touched, at the present time the increased interest that is being shown in central heating devices may be regarded as remarkable.

During the past few months there has been an improved demand for both radiators and boilers, and home manufacturers have been unable to satisfy the demand and deliveries are being made with increasing difficulty. It is confirmed from three different sources that there is a delay of from six to eight weeks for even small specifications.

UNITED STATES BRANCH FACTORY IN ENGLAND

One well-known American manufacturer of radiators and boilers are putting down, through their United Kingdom organization, the necessary plant in this country for the production of their products on a large scale. It will of course be some considerable time before they get into working order and are able to market their equipment, and even then there will be quite a large field for other manufacturers. But the setting down of this plant is symptomatic of a change in the situation in this country as regards central heating.

SWEDISH MAKERS ACTIVE

In the meantime, Swedish manufacturers are attempting to market in this country a range of wrought steel radiators, which can of course be used in conjunction with other cast iron or steel boilers, in regard to which there is not the same difficulty as with radiators. This class of radiator, however, has not found a ready market owing largely to the conservatism of the British public, and also to some extent to the fact that they are of foreign make. Nevertheless, heating engineers generally are beginning to realize their possibilities, and several installations have already been made in the Midlands and the West of England where the prejudice in favour of the cast iron radiator is particularly strong.

POSSIBILITIES FOR CANADIAN FIRMS

The former sales director of an important American firm is now established in the Midlands and desires the United Kingdom representation for a Canadian firm producing central heating equipment. Several Canadian firms have already tried this market, but never does there appear to have been such a quickening of interest in central heating as this year. This may be partly owing to the severe winters which have recently been encountered in England.

While the difficulties that are to be faced in endeavouring to sell Canadian central heating devices, which require to be shipped over 3,000 miles to compete with goods produced in this country, are very great, it is believed that with determination a certain percentage of trade in these products in England could be obtained, particularly if small stocks were carried at a central distributive point. The name of the English inquirer is on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested firms on application, or on writing direct to the Bristol office. It is suggested that if possible catalogues and prices c.i.f. United Kingdom port might be supplied in the first instance.

CONDITIONS IN THE WEST OF ENGLAND, SOUTH WALES AND SOUTH MIDLANDS

Douglas S. Cole, Canadian Trade Commissioner

BIRMINGHAM

Bristol, October 15, 1929.—A new quarter has just opened in the Midland iron trade, and it is expected to decide some critical issues. The number of blast furnaces in operation has been increasing from month to month, and there has been a greater seasonal demand for coke which has stiffened market prices. The demand for steel has undoubtedly been greater than for iron, and this has been the main impulse of the smelters. There are still a great many uses for medium grades of iron, but the industries which employ them have no longer the wide range they formerly had in the Birmingham district.

The outlet for steel is stated to be promising. Certainly the producers of heavy steel have little to fear from foreign competition. Nearly all the large consumers have committed themselves to the use of British steel only, the rebate system having proved very effective in bringing over the waverers.

COVENTRY

The leading firms in this district have had a good season and the outlet is excellent. The statement generally accepted that motor cycling is slowly decreasing owing to the competition of the low priced "baby cars" is discounted in Coventry. One prominent manufacturer of motor cycles states that his company have enjoyed the best season in recent years and are looking forward confidently to greater sales in 1930.

With the season drawing to an end, the interest of the motor vehicle trade is now centred on the show at Olympia, for which final preparations are being made. Electrical firms are doing very well, particularly on radio work.

WOLVERHAMPTON

The demand for commercial and large passenger-carrying vehicles continues to be brisk. The hollow-ware trade reports an improvement in the last few weeks under the influence of seasonal buying. Producers of aluminium-ware state that they have been busy throughout the summer and this also applies to the enamel section.

SOUTH WALES

The recovery in the coal trade, which proceeded steadily from February 1928 to July 1929, has received a set-back and stocks have accumulated to such an extent that many pits are again idle. Apart from the difficulty arising from the shortage of rail tonnage, Welsh colliery owners and exporters are handicapped by the uncertain labour situation.

The coal output of South Wales and Monmouthshire in 1928 amounted to 43,000,000 tons, which represents 18·2 per cent of the country's total output. Of this quantity 20·9 million tons were exported, representing 48·4 per cent of the total shipped out of Great Britain. It will thus be seen that South Wales depends to a great extent on her export trade, which is much heavier than that of other parts of the country.

Further changes have been made in the coal regulations scheme which has been issued for the acceptance of the owners. When the decision was reached to apply regulation of output, the original intention was that the output in the datum period to be adopted for the purposes of regulation should be the net output of each colliery—namely the total less the coal used in colliery consumption and the amounts supplied to miners and consumed in such ancillary undertakings as coke ovens and iron and steel works. In the scheme as now amended, it has been decided to eliminate the clauses providing for the ascertainment of the net output of collieries, and the datum output is to be the total in any one of the six quarters commencing January 1, 1927, and ending June 30, 1928, or the month of March 1929 (adjusted to a quarterly basis), chosen at the discretion of the individual companies or owners.

Even more important is a new provision under which the colliery companies are requested to give details not only of the total outputs in the selected datum period, but also of the classes of coal produced by them separately.

BANK CLEARINGS

Bank clearings are not available as yet for September, but as August figures have not been published in the *Commercial Intelligence Journal,* these are given. They are as follows:—

	Month of August			Aggregate Weekly Totals to September 14	
	1928	1929		1928	1929
	£	£	% Inc. or Dec.	£	£
Birmingham .	9,869,000	10,201,000	+3.3	97,586,600	95,911,300
Bristol.	5,078,000	4,698,000	−7.4	44,312,000	43,010,000
Leicester.. ..	2,825,000	2,834,000	+0.3	31,430,800	29,410,900
	17,772,000	17,733,000	−3.2	173,329,400	168,332,200

The position shows little change from that of August last year.

UNEMPLOYMENT

There has been a general increase in unemployment in most of the districts particularly in the Midlands; but a large decrease in South Wales.

SHIPPING CHANGES

The Bristol Channel ports are trying very hard to increase their trade with South America. The latest announcement is that Messrs Pardo Thomas & Company Limited of Newport are about to enter the South American trade and are arranging a triangular shipping service between Newport and Swansea to the River Plate, calling via New York. The Canadian National Steamships Limited have withdrawn from the general cargo service between Canada and Europe, on which they were running to London, Cardiff and Antwerp. For the Bristol Channel ports their place has been taken by a joint service of the Cunard-Anchor-Donaldson and the Leyland-Dominion Lines, which maintain regular services to Avonmouth. This arrangement began early in June, the Bristol liners calling at Cardiff or Swansea after leaving Avonmouth.

AUSTRALIAN PRODUCTION STATISTICS

C. Hartlett, Office of the Trade Commissioner

Melbourne, September 25, 1929.—The following summary of Australian production for the year ended June 30, 1928, recently issued by the Commonwealth Statistican and Actuary, gives interesting information respecting the primary and secondary industries of the country:—

AGRICULTURAL, PASTORAL, AND DAIRYING INDUSTRIES

Of the total area of Australia, 179,125,060 acres, or slightly more than 9 per cent, have been either alienated or are in process of alienation; 970,604,140 acres, or 51 per cent, are held under lease or licence, leaving a balance of 754,003,040 acres still in the hands of the Crown.

The 1927-28 season was not a favourable one for agriculture. Although the area under crop was the greatest yet recorded, i.e. 19,219,394 acres, which exceeded the previous record of 1915-16 by 691,160 acres and the previous year by 1,466,895 acres, the value produced was only £84,256,000, a decline of £14,000,000 as compared with the 1926-27 season. This represents a drop from £5 10s. 7d. to £4 7s. 8d. in the average return per acre.

The pastoral industry experienced similar conditions, which resulted in a decline in the number of sheep from 104,267,101 to 100,827,476, and the production of wool from 924,000,000 pounds to 888,000,000 pounds as compared with the previous season.

In spite of these unfavourable conditions, values improved considerably and the wool industry experienced one of the best seasons in its history. The total value of pastoral production amounted to £125,068,000, to which wool contributed £75,634,000. The number of horses, cattle, and pigs again declined during the season under review.

The dairying industry showed considerable improvement during the year 1927-28. Compared with the previous season, the total value rose from £46,979,959 to £50,260,528. The products contributing to this improved condition were butter, condensed, etc., milk, and poultry and eggs.

In the agricultural, pastoral, and dairying industries employment was provided for 422,610 persons, and the value of the implements and machinery used in these occupations was estimated at £52,000,000. The value of the production amounted to £259,585,000, of which approximately £121,000,000 was shipped overseas.

MANUFACTURING INDUSTRIES

Further progress has been made in Australian factories during the year. The number of factories increased by 1,196, but this is accounted for mainly by the inclusion for the first times of bakeries, which numbered 951. Omitting this industry, the increase over the previous year was 245. The number of hands employed, however, has decreased by 3,501, despite the inclusion of 7,259 persons engaged in bakeries. The total value of the output has increased, and amounted to £416,994,009, whilst the value added in process of manufacture—the real measure of the progress of industry—amounted to £167,402,772, an increase from £347 to £361 per employee as compared with the previous year. Additional capital invested in land, buildings, plant and machinery amounted to £11,000,000.

TOTAL PRODUCTION

In all recorded industries of Australia during 1927-28 the total production was estimated at £453,311,000, or an average of £73 9s. 6d. per head of population.

UPPER AND SOLE LEATHER MARKET IN HONGKONG AND SOUTH CHINA

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, September 28, 1929.—There is an extensive market in Hongkong and South China for both upper and sole leathers. It has grown considerably during the past few years and is still capable of great development. No statistical data regarding imports of these commodities have been collected for some years, the latest figures supplied by the local authorities being for the calendar year 1924 and the first half of 1925 as follows:—

Imports of Upper Leather

Country	1924	Percentage	Jan.-June 1925	Percentage
United States	G$397,966	59.8	G$295,355	79.5
French Indo-China	116,426	17.4	8,319	2.2
Straits Settlements	68,191	10.2	28,829	7.8
Australia	28,776	4.3	6,240	1.7
Canada	23,875	3.6	.....	....
Germany	14,172	2.1	21,462	5.8
British Isles	4,646	0.7	7,470	2.0
Other countries	11,212	1.9	3,835	1.0
	G$665,264		G$371,510	

Imports of Sole Leather

Country	1924	Percentage	Jan.-June 1925	Percentage
Straits Settlements	G$1,182,584	43.8	G$467,703	43.7
Australia	683,661	25.3	281,947	26.3
French Indo-China	298,827	11.0	125,757	11.8
Burma	197,296	7.4	87,179	8.1
Siam	191,858	7.1	38,646	3.6
United States	62,193	2.3	28,470	2.6
Netherlands East Indies	26,623	1.0	5,239	0.5
British North Borneo	20,315	0.8	11,508	1.0
Canada	10,152	0.3	7,898	0.7
British Isles	3,659	0.1	5,365	0.5
Germany	253	....	.....	....
Other countries	21,361	0.9	12,101	1.2
	G$2,698,722		G$1,071,813	

Due to the lack of similar statistics at the present time, no definite statement can be made concerning the volume of business being done in this product,

but investigations among the leading leather importers in Hongkong indicate an increase of at least 65 per cent in the total imports of upper and sole leathers during the last four years. This leads to the opinion that the import figures covering this commodity for the calendar year 1929 should exceed G$5,000,000.

SOURCES OF SUPPLY

Upper Leather.—Imports of upper leather into Hongkong consist chiefly of kid, cow, enamelled, boxcalf CM and black and coloured patent sides and kips DLM. Such supplies emanate chiefly from the United States, United Kingdom, Europe and Australia.

Inquiries among the more important dealers and importers elicit the fact that United States tanners are predominant in this trade; it is believed that they contribute 75 per cent of all imports. The greater part of this total is understood to be furnished by Boston tanners.

Sole Leather.—Australian tanners supply 65 per cent of the sole leather imports into Hongkong. Large quantities of this commodity are also shipped from the Straits Settlements, but the bulk of these is composed of hides of Chinese origin from Yunnan and Kwangsi, which are usually shipped to Singapore for tanning and which are subsequently reshipped to Hongkong. Owing to the inferior quality of this type of sole leather, it is suitable only for use in the manufacture of the cheaper grades of Chinese shoes and slippers. On this account the competition met by overseas exporters from this source is negligible. Both Canadian and United States tanners also participate in this market, but only to a comparatively small extent.

IMPORTS FROM CANADA

Upper Leather.—Canada has during the last few years been practically at a standstill as far as exporting upper leather to this market is concerned. Dealers report that the Canadian product should have no difficulty in finding a steady market in this territory, providing that Canadian tanners could regulate their prices to compare favourably with those of competing countries.

The bulk of the local demand is for fairly low and cheap grades of upper leather, the most popular of these being black patent sides and kips, which are at present selling at 23 cents (gold) per square foot, coloured patent sides and kips DLM at 26 cents per square foot, coloured box calf GM at 30 cents per square foot, and coloured box calf DM at 27 cents per square foot. The above prices are those of American tanners and are quoted f.o.b. less 5 per cent.

Patent leather of all colours is used extensively in the manufacture of native slippers and for making the small covering attached to the front of the wooden clogs used exclusively by the poorer classes of Chinese. This type of patent leather must be of the very cheapest and is preferred in black and other dark colours.

Sole Leather.—Canada is contributing only a small percentage of the total imports of sole leather into this market. Discussions with a few of the larger leather importers in Hongkong lead to the impression that Canadian sole leathers are of the higher grades and consequently enjoy a much smaller demand than the cheaper lines supplied by Australian tanners. Bellies, shoulders and bends of the cheaper grades, light in colour and light in substance, are the types usually required by the local trade. Prices quoted by Australian tanners and prevailing at date of writing are: bends 30 cents (gold) per lb., shoulders 28 cents per lb., and bellies 24 cents per lb. These prices are c.i.f. net.

AREAS OF CONSUMPTION

Approximately 70 per cent of the total imports of upper and sole leather into Hongkong is re-shipped to the South China ports of Canton, Shekki, Swatow,

Amoy and Foochow for distribution to various inland points. There are at the present time some 350 to 400 small manufacturers of fairly cheap lines of European-style boots and shoes in Hongkong who provide a steady local market for the remainder of these leathers. Due to the growing popularity of this style of footwear both in Canton and the interior of China, even among the poorer classes, the present dimensions of the market for sole and upper leather appear quite capable of reasonable extension.

METHODS OF SALE

Importers of sole and upper leather in Hongkong, as a rule, have sub-agents in the more important distributing centres of South China. Inquiries are received from time to time from these agents, and also from local dealers requesting prices. On receipt of these inquiries the importer cables the exporter requesting a firm offer for whatever is desired by these clients. Quotations are duly received, and orders are then solicited both from local dealers and dealers in the interior.

DUTIES

Hongkong being practically a free port, no duties are imposed on this class of goods. All imports into China, however, must pay an import duty of approximately 15 per cent ad valorem.

PACKING

Upper leather should be packed in cases containing about five dozen.

Sole leather should be packed in gunny-covered bales weighing up to about 300 pounds.

SAMPLES

Exporters desirous of establishing connections in this area should submit samples with all original inquiries. These samples should be large enough to permit of importers ascertaining the exact quality of the leather and its suitability to the market.

THE COLONY OF BARBADOS AND ITS TRADE

F. L. Casserly, Acting Trade Commissioner

[Subjoined is the first of a series of reports on Barbados by Mr. Casserly]

Port of Spain, October 18, 1929.—Barbados, recently visited by the writer, is a coral island roughly triangular in shape, 21 miles long by 14 miles across its widest part. It is the most easterly of the West Indies, its latitude being 13 degrees 4 minutes North, and its longitude 59 degrees 37 minutes West. With an area of only approximately 166 square miles, it manages to support some 168,000 people (about 12 per cent European), and thus is one of the most densely populated countries in the world. The name Barbados is said to have been given to the island by a Portuguese navigator, the first European to visit it, who was struck by the large number of fig trees bearded with lichens and mosses that he observed. The English came in 1605 and founded the first settlement in 1627; Barbados, unlike many of the British West Indies, has never since been separated from the British Crown. The island possesses full representative government, with an Upper and a Lower House, the former nominated by the Governor and the latter annually elected by the people. The Lower House, called the House of Assembly, dates from 1639 and is the oldest legislative body in the British Empire except the British House of Commons and the Bermuda House of Assembly.

The climate of Barbados is tropical but very salubrious. The island being comparatively flat, with its highest point only about 1,200 feet above sea-level, it gets the full benefit of the trade winds. The mean temperature ranges from 76 degrees to 82 degrees Fahrenheit in summer and from 65 degrees to 70 degrees in winter. The rainfall is good and the water supply (which is obtained from wells, there being no surface rivers of any consequence) plentiful and excellent. The country is well served by 120 miles of first-class and 300 miles of second-class roads, in fair condition; there is also a small railway, owned and operated by the Government.

TRADE AND ECONOMICS

Sugar, molasses, and rum are the chief items of production. Of domestic exports totalling £1,226,769 in the calendar year 1928, sugar accounted for 71·3 per cent and molasses for 23·5 per cent. Not much rum is made. Manjak (a bituminous mineral) is mined and shipped in small quantities; there is likewise a small export trade in hides and skins, tamarinds, and a few other items of minor importance.

The growing of Sea Island cotton used to be an important minor industry, but by the end of 1927 it had been almost completely ruined by the pink boll worm. A very small area remained under cultivation in 1928, but was soon abandoned. In order to check the ravages of this pest, the Government prohibited cultivation for at least one year as from July 1, 1928. This ban has now been lifted, and it is hoped that, with the aid of the Department of Agriculture and the Imperial Bureau of Entomology, the industry will revive. The possibilities of growing tobacco, which are said to be quite promising, are also being investigated. There are also deposits of oil, yielding moderate supplies for use in the island. Large sums of money have been spent in drilling wells, etc., but the future of this industry still seems problematical. Unsweetened biscuits are manufactured to a moderate extent for local consumption, for supplying ships, and for export to neighbouring islands. Cottonseed oil, linseed oil, and oilcake are made for domestic use, the raw material being mainly imported; home-grown cottonseed, however, is also used.

Sugar and its products, however, are and will probably long remain the colony's economic mainstay. There are about 35,000 acres under sugar cane cultivation and little if any more land is available for this purpose. There is not much soil in Barbados; the island is a coral rock superimposed upon a bed of oceanic deposit, a softish crumbly substance which outcrops in some districts. The soil varies in depth from a few inches to 50 feet, the latter being very exceptional. Large quantities of fertilizers must therefore be imported each year for use in the cane fields, and in this respect Barbados is perhaps singular amongst sugar-producing countries. Unfortunately, owing to the depressed state of the world's sugar markets, the 1928-29 sugar crop, or at least much of it, was sold at a loss. This matter will be fully discussed in a report of the export trade of Barbados which will appear in a subsequent issue of the *Commercial Intelligence Journal*. The reader will there find details of exports, yield of soil, methods of cultivation, and the measures which the British Government is about to take to find a remedy for the present situation. Meantime, however, it may be as well to state that in the calendar year 1928 Barbados shipped a total of 62,659 English tons of sugar valued at £875,238 and 7,229,181 wine gallons of molasses valued at £288,699, most of which went to Canada.

There is a Sugar Industry Agricultural Bank, which makes loans to planters, on the security of their crops and estates, at an interest rate of 5 per cent per annum. This bank, a semi-official institution founded in 1907 on a grant of £80,000 made five years earlier by the British Government in

order to assist the colony's sugar industry, then suffering from the effects of the European bounty system, now has a capital of approximately £192,000, built up out of profits. The other banks often make loans to the Agricultural Bank instead of direct to the planters.

Total imports amounted in 1928 to £2,349,159; details of various commodities, with quantities, values, and countries of origin, will be published in the next issue of the *Commercial Intelligence Journal*. Imports greatly exceed exports—a condition that has existed for many years. An explanation is in part furnished by the fact that an estimated total of about $12,000,000 of investments in other countries is held in Barbados. Of this sum approximately $8,000,000 are Canadian Government, municipal, and industrial bonds. For a long time the moneyed classes in Barbados have been in the habit of buying bonds of other countries; this is a considerable and regular business, in which the banks and one or two business houses participate. Since the last general election in the United Kingdom, Barbadian investors, apprehensive that a tax on capital would be imposed in that country, have transferred large sums from British to Canadian bonds. Also, there are some thousands of Barbadians of the labouring and artisan classes living in the United States and Panama, whither they emigrated many years ago. These people send back to their relatives in the island large sums of money, through the banks and post office, estimated by reliable authorities at about $200,000 per annum. There are no precise statistics available concerning this matter; but it is quite certain that very large amounts come to Barbados each year from the two sources mentioned, and it is therefore safe to assume that the colony's imports and exports about balance, although the actual trade figures would seem to suggest otherwise. Barbados is a very small island, but its trade is considerable and well worth the attention of Canadian exporters.

Methods of doing business do not notably differ from those in vogue elsewhere in the British West Indies. The commercial community of Barbados is sound and very reliable. The large merchant houses, of which there are about seven, often pay cash for their orders; smaller firms generally expect credit, varying from ten days in the case of foodstuffs and other perishable commodities to as much as sixty days in the case of some kinds of dry goods and hardware. Purchases are almost invariably paid for by drafts drawn on the customer through one of the banks. The small shopkeepers, of whom there are considerable numbers all over the country, do not deal direct with overseas firms, but obtain their supplies chiefly from the merchant houses and storekeepers in Bridgetown, who have to give liberal credit terms. There are also many commission agents (representing English, Canadian, United States, and other overseas manufacturers and shippers) who take orders from retailers and wholesalers; this is especially the case in the foodstuffs trade. Hardware and dry goods are also handled in this manner to a limited extent, but the large merchants dealing in these classes of goods buy the greater portion of their requirements through their purchasing agents in London and New York. There are no Chinese shopkeepers; they could not make a living, so keen is the competition in this densely crowded country. English commercial travellers visit the island regularly, and it is pleasing to note that in recent years some Canadian manufacturers have also been sending out sales representatives. The value and necessity of such a practice, especially in the case of clothing, dry goods, and similar articles, cannot be too strongly emphasized, for the Barbadian business man believes strongly in buying within the Empire as far as possible. He is courteous, friendly, and partial to Canadian goods, but naturally will be content with nothing less than the excellent service he gets from England, which is by far the largest individual supplier of the colony's import requirements. The Royal Bank of Canada, the Canadian Bank of Commerce, and Barclays Bank (Dominion, Colonial

and Overseas) Limited, an associate of the great English concern of the same name and agents of the Bank of Montreal, are established in Barbados. These banks are always ready and willing to assist Canadian exporters, with information and in other directions, to trade with a country commercially linked with Canada by a special trade agreement. There are also several Canadian life insurance companies doing business in the island.

Under the West Indies Trade Agreement Act, 1926, Barbados gives Canada special preferences on several kinds of foodstuffs and a preference of 50 per cent of the duty on nearly all other commodities. Invoices for shipments to Barbados for entry at preferential rates follow the model set at the Imperial Customs Conference of 1921, and may be had of the principal commercial stationers in Canada.

Advertising is much resorted to, chiefly in the two daily newspapers published in Bridgetown; but the street signs, hoardings, and the motion picture screen are also used for this purpose. Canadian manufacturers wishing to register trade marks in Barbados are advised to obtain legal assistance to that end. The Trade Commissioner in Trinidad is prepared to recommend, in such cases, legal firms who specialize in this work, the cost of which is moderate.

PUBLIC FINANCE

The ordinary public revenue of Barbados in the financial year ending March 31, 1929, totalled £419,674, and the expenditure (exclusive of loan moneys) £437,568. Included in the latter were several large items of capital expenditure in respect of public works (chiefly roads and water supply), which will later be transferred to loan account. The balance in the Public Treasury on that date was £31,024, apart from reserve funds which amounted to £194,775 19s. 7d. The public debt stood at £610,000, against which were sinking funds aggregating £318,242. The colony's public finances are therefore in a very healthy condition.

Accounts are kept in sterling by Government departments, and in dollars and cents by banks and commercial houses. The fixed rate of exchange is $4.80 to the £. English coin is legal tender (silver to an unlimited amount) and the principal medium of circulation. The banks issue $5 notes, equal to £1 0s. 10d. in value. British imperial standard weights and measures are everywhere used, except for exports of molasses, which are measured in wine gallons.

MARKET FOR FERTILIZERS IN BARBADOS

F. L. Casserly, Acting Trade Commissioner

Port of Spain, October 18, 1929.—The natural productive capacity of the scanty soil of Barbados having long ago been exhausted, large quantities of fertilizers must be used each year for the growing of sugar cane, the colony's principal crop. Indeed, in some districts the sugar cane is actually planted in holes dug in the coral rock of which the island is made; it will be seen therefore that fertilizers are a prime necessity to the sugar planter. Several kinds are in use; they fall naturally into two categories, viz. inorganic, made from chemicals, and organic, made from animal matter—e.g. fish manures, guano, and the refuse of packing houses. The former greatly predominate; the outstanding variety is

SULPHATE OF AMMONIA

Sulphate of ammonia in the calendar year 1928 was brought in to the total quantity of 4,269 English tons valued at £55,551, the United Kingdom supplying 4,214 tons (£50,571) and Canada all the remainder except 15 tons (£180) from the United States. In the half-year ending June 30, 1929, a total of

2,551 tons of sulphate of ammonia was imported, the United Kingdom supplying 1,367 tons and Canada 1,184 tons. Those engaged in the business estimate the colony's annual requirements of this material at between 4,500 and 5,000 tons. It contains from 20 to 21 per cent nitrogen and about 25 per cent neutral ammonia. The nitrogen, which used to be made in steel foundries and gas works, is now generally obtained from the atmosphere by a synthetic process; this is the method followed in the English factories. Sulphate of ammonia is sold to the planters at from $62 to $65 a ton. The chief manufacturers are a well-known English syndicate.

SULPHATE OF POTASH

comes from Germany and France—sometimes through English houses—to the total quantity of about 500 tons per annum, and costs the planter roughly $65 per ton. It contains from 48 to 50 per cent pure potash.

NITRATE OF POTASH

used to be imported from India, where it is an efflorescence of the soil: this Indian product is known as "Bengal salts". France and Germany, chiefly the former, are now the suppliers; their nitrate of potash is reduced from nitrate of soda and muriate of potash. Barbados uses about 500 tons of this material each year. It costs the planter from $105 to $107 per ton and contains 90 per cent potassium nitrate, equal to 14 per cent ammonia and 42 per cent pure potash.

MURIATE OF POTASH

containing about 50 per cent of potash, is not much used because its content of chlorides reduces the sugar content of the cane. It is employed chiefly for experimental work, and comes from Germany to the extent of about 50 tons annually. It is sold at $65 per ton.

NITRATE OF SODA

from Chile was once very popular, but is now little used, chiefly because it is not so suitable to the soil as are other fertilizers, and also because the lack of direct steamship communication between Chile and Barbados necessitates importation via either London or New York, which makes the cost rather high. It contains 19 to 20 per cent nitrogen, and from 30 to 50 tons are imported annually. It is used chiefly as a "touch-up" in the later stages of the cane crop. It is sold at $68 per ton.

PHOSPHATES

About 150 tons of superphosphates are used each year (chiefly from England), which sell at from $30 to $45 per ton. These contain about 16 per cent phosphoric acid. Small quantities of an American fertilizer containing high percentages of ammonia and phosphoric acid have been sold in the recent past, and some supplies still remain on hand. This material, however, is too expensive (from $70 to $80 per ton) to become popular. Dealers are endeavouring to clear their stocks by selling at greatly reduced prices.

CALCIUM CYANAMIDE

is very little used. The basis is lime (60 per cent); it also contains 20·6 per cent synthetic nitrogen. Germany and the United States are the chief suppliers of the very small demand for this material; there were no quotations available at the moment of writing.

ORGANIC MANURES

The annual requirements of fish guano are from 600 to 700 tons. This material, which contains 4 per cent nitrogen, 10 per cent phosphoric acid, and from 10 to 20 per cent potash, is made from the bones of herring and cod, and comes from England, Germany, Norway, and Sweden. It sells at from $55 to $65 per ton. In addition, Barbados uses each year about 150 tons of dissolved Peruvian guano compound, 100 tons of other kinds of organic manures (largely by-products of packing houses), and considerable quantities of sheep and other animal manure from Curacao and Surinam. The first-named, which is of English origin, sells to the planter at about $72 per ton; a typical variety contains 14 per cent ammonia, 18 per cent phosphates, and 2 per cent potash. The sheep manure is sold at from $12 to $13 per ton; this material must be used quickly, since it does not keep very well in storage. Ordinary organic manure, made from the refuse of packing houses, sells at from $45 to $55 per ton.

HOW IMPORTED

Fertilizers are imported into Barbados by about eight large merchant houses who deal direct with the suppliers and who resell to the planters, giving about six months' credit. Stocks are kept in hand, and importations are more or less constant throughout the year; there is no particular buying season. A certain amount of blending is done in Bridgetown; the importer naturally seeks to give the planter the precise variety desired. Selling price naturally varies with blend. All fertilizers come in heavy jute bags of 224 pounds net weight. Except on raw animal manures, the import duty under the British preferential tariff is $2 (B.W.I. currency) per ton plus 10 per cent surtax, bringing the total up to $2.20. Under the general tariff the duty is $4 per ton and the surtax at the same rate. The duty on raw manure of horses, sheep, or cattle is 24 cents and 48 cents preferential and general respectively, plus 10 per cent surtax. Guano is not regarded as raw animal manure.

HOW APPLIED

Fertilizers are applied in accordance with the fact that sugar cane needs about 80 pounds of potash to the acre per annum, and from 90 to 120 pounds of ammonia, with about 40 pounds of phosphates. Farm yards, stable, and fish manures are generally used in the early stages of the plant's growth; and sulphate of ammonia is applied about June, just before the rainy season—about 2 to 3 English hundredweight per acre.

It should be understood, with reference to the various percentages of chemicals given above, that all fertilizers contain inert or neutral matter to "carry" the plant food.

A list of importers of fertilizers in Barbados is on file with the Department of Trade and Commerce, Ottawa, and may be had on application (quoting file No. T.C.-10-123).

BARBADOS PROHIBITS IMPORT OF COTTON-SEED MEAL

Mr. F. L. Casserly, Acting Canadian Trade Commissioner, Trinidad, writes that, according to a notice in the Barbados Government Gazette, the importation of cotton-seed meal into that colony is prohibited as from August 29, 1929, until further notice.

INDIA'S FOREIGN TRADE

Richard Grew, Canadian Trade Commissioner

[Note.—Figures based on par value of exchange: one rupee equals 36 cents Canadian currency.]

Calcutta, September 26, 1929.—The trade returns of British India for the month of August, 1929, as compared with the preceding month, showed increases in the values of imports and exports and a decrease in re-exports. The imports of private merchandise totalled $73,224,000, an increase of $4,608,000 as compared with the preceding month. The value of exports of Indian produce and manufactures rose by $6,300,000 from $89,964,000 in July, 1929, to $96,264,000 in the month under report, while re-exports fell by $36,000 to $2,268,000.

Treasure on private account, including currency notes, showed net import of $6,372,000 in August, 1929, as against $7,200,000 in the preceding month and $7,740,000 in August, 1928.

Measured by the statistics of merchandise and treasure, the total visible balance of trade in August, 1929, was $19,728,000 in favour of India as compared with $16,632,000 in July, 1929, and during the five months ending August, 1929, the visible balance of trade in merchandise and treasure was $78,480,000 in favour of India as compared with $81,396,000 in the corresponding period of the preceding year.

CHANGES IN IMPORTS

As compared with August, 1928, the imports of food, drink, and tobacco rose by $1,332,000 to $13,428,000, and those of raw materials by $2,088,000 to $6,516,000, while manufactured articles fell by £3,852,000 to $52,028,000.

Under food, drink, and tobacco, imports of sugar (including beet) increased in quantity by 48,000 tons to 124,000 tons and in value by $2,592,000 to $7,560,000. There were practically no imports of rice not in the husk during the month as against 13,000 tons valued at $648,000 received a year ago.

The imports of vegetable products declined by $288,000 to $324,000.

Under raw materials, the imports of raw cotton showed an increase of 800 tons in quantity and of $468,000 in value. Kerosene oil showed an increase of 6,000,000 gallons in quantity and of $1,296,000 in value. Under manufactured articles, the imports of cotton yarn and manufactures fell by $3,024,000. The imports of twist and yarn increased slightly by 100,000 pounds in quantity but the value fell by $36,000 to $1,638,000. Cotton piece-goods fell by 20,000,000 yards in quantity and by $3,024,000 in value. Grey goods rose by 6,000,000 yards in quantity but fell in value by $36,000. The imports of white and coloured goods recorded a decrease of 10,000,000 and 14,000,000 yards respectively in quantity and of $1,008,000 and $1,908,000 in value.

There were increases under machinery prime movers other than electrical (+$396,000), and steel bars (+$360,000), while woollen piece-goods fell by $468,000.

VARIATION IN EXPORTS

Exports of food, drink, and tobacco in August, 1929, compared with August, 1928, increased by $2,196,000 to $24,876,000, due mainly to increases in the exports of tea and rice. The quantity of rice not in the husk exported increased from 110,000 tons to 124,000 tons and in value from $5,688,000 to $6,624,000. The exports of barley fell from 9,000 tons to 48 tons, and the value from $396,000 to $2,160. The exports of tea rose by 8,000,000 pounds in quantity and by $1,836,000 in value.

Raw materials and produce exported decreased by $72,000 to $40,716,000. Under this group, raw cotton recorded a noticeable decrease of $720,000 in value, which fell from $14,472,000 to $13,752,000, though the quantity exported rose from

38,600 tons to 41,300 tons. Japan took 16,900 tons, or 41 per cent of the total quantity shipped; Belgium, 5,100 tons; Italy, 5,000; Germany, 3,400; France, 3,100; and China, 2,700 tons, the remainder being shipped mainly to Spain and the United Kingdom. Exports of raw jute fell from 44,700 tons to 41,800 tons in quantity, the corresponding decrease in value being from $6,192,000 to $5,328,000. The exports of oilseeds showed an increase of $2,958,000 in value.

Under groundnuts there was an increase of $576,000, under linseed of $2,880,000, and under castor of $180,000, but the exports of cotton, sesanum, and rapeseed decreased by $288,000, $216,000, and $108,000 respectively. Shipments of lac and raw wool decreased by $1,080,000 and $648,000 respectively. The exports of raw hides and skins declined by 2,000 tons in quantity and by $720,000 in value.

Manufactured goods decreased by $144,000 to $29,844,000. The number of jute bags shipped rose from 48,000,000 in August, 1928, to 57,000,000 in August, 1929, but the value fell from $9,288,000 to $9,144,000. The yardage of gunny cloth exported increased from 140,000,000 to 155,000,000, while the value fell from $10,872,000 to $10,224,000. Tanned or dressed hides and skins decreased by 900 tons in quantity and by $496,000 in value, while there were increases under pig lead (+$540,000) and cotton manufactures (+$324,000).

FOREIGN TRADE PERCENTAGES

The share of the United Kingdom in imports fell from 49 per cent in August, 1928, to 42 per cent in August, 1929, while her share in exports rose from 25 per cent to 28 per cent. The shares of Germany, Japan, and the United States in August, 1929, were respectively 7, 9, and 7 per cent under imports, and 7, 8, and 8 per cent under exports.

MOVEMENT OF SHIPPING

The tonnage of vessels entered into British India and cleared outwards with cargoes from and to foreign countries and British possessions during the month of August, 1929, amounted respectively to 730,000 and 732,000 as against 649,000 and 664,000 in July, 1929, and 632,000 and 651,000 a year ago. During the five months ending August, 1929, the tonnage of vessels entered and cleared with cargoes amounted respectively to 3,352,000 and 3,615,000 as compared with 3,349,000 and 3,411,000 in the corresponding period of the preceding year.

FORECAST OF THE JUTE CROP OF INDIA

Richard Grew, Canadian Trade Commissioner

Culcutta, October 3, 1929.—In view of the importance of the jute industry upon the economic prosperity of the Eastern side of India—which includes the provinces of Bengal, Assam, Bihar, and Orissa—it is thought that a report on the final forecast of the jute crop for 1929 should be of interest.

Although the estimated area under jute cultivation in Bengal, Bihar and Orissa, and Assam shows an increase of 172,205 acres as compared with the previous year, yet it is estimated that the crop will be less than the total for last year by 188,930 bales. In Bengal, the yield in bales has gone up by 140,570. However, in Assam there is a big drop of 311,500, and a small decrease of 18,000 in Bihar and Orissa.

The estimated area for the three provinces is 3,316,605 acres, an increase of 172,205 acres as compared with the return of last year, but the crop will yield 9,767,270 bales of jute, which is 188,930 bales less than the total for last year.

The following figures show acreage and the estimated yield in bales for the various provinces for the years 1928 and 1929 together with the increase or decrease:—

Province	Area in Acres 1928	1929	Inc. or Dec.
Bengal (including Cooch Behar and Tripura S.)	2,702,300	2,946,705	+244,405
Bihar and Orissa	247,000	231,400	— 15,600
Assam	195,100	138,500	— 56,600
Total	3,144,400	3,316,605	+172,205

Province	Yield in Bales of 400 Lbs. 1928	1929	Difference
Bengal (including Cooch Behar and Tripura S.)	8,589,000	8,729,570	+140,570
Bihar and Orissa	743,000*	725,000*	— 18,000
Assam	624,200	312,700	—311,500
Total	9,956,200	9,767,270	—188,930

* Including Nepal.

BENGAL PROSPECTS

In the preliminary forecast, the weather was reviewed up to June as having been favourable on the whole. The period covered by the present forecast is that of the harvest, during which operations were carried on favourably except in parts North and West Bengal, where lack of sufficient water was felt for retting operations. This difficulty was partially removed by rainfall in September.

In East Bengal the crop outturn is fair except in Mymensingh and Tippera, where damage has been caused by floods. For the same reason, quality is reported to be rather deteriorated, owing to premature harvesting. Elsewhere the outturn may be described as quite satisfactory.

As in previous years, the percentage figures are calculated on the basis of divisional normals, which remain as follows: Dacca and Chittagong Divisions, 3·7 bales per acre; Rajshahi Division, 3·5; Presidency and Burdwan Divisions, 3·2 bales per acre.

The total outturn of the crop is estimated at 8,729,570 bales as against 8,589,000 bales last year, an increase of 140,570 bales.

BIHAR AND ORISSA

On the basis of the area and percentage outturn reported, the average condition of this year's crop for the province, weighted for area comes to 73 per cent against 72 per cent last year. Recent enquiries about the normal outturn per acre show that the normal outturn per acre is $3\frac{1}{3}$ bales as compared to $3\frac{1}{2}$ bales per acre, the figure adopted last year, and on this basis the gross outturn on 231,400 acres, estimated to be under jute in this province comes to 563,100 bales. This estimate is, however, raised to 675,000 bales. The import of jute from Nepal, estimated at 50,000 bales, brings the total of the province to 725,000 bales.

ASSAM

The season was generally exceptionally unsatisfactory on account of heavy rains and high floods. The occasional heavy rainfall during the cultivation and growth of the crop hampered and delayed sowing greatly, rendered weeding difficult, and affected the condition of the crop to a considerable extent. Floods have been reported to have damaged the crop in all districts, especially in Surma Valley and the low-lying parts in the Nowgong district. On the whole, the prospects of the crop are very bad this year.

It is estimated that the area under jute is 138,500 acres against an actual area last year of 195,100 acres, and the preliminary forecast of an area for this year of 185,600 acres. The decrease in area as compared with last year is due as stated above, to the unfavourable weather, and that as compared with the preliminary forecast is due to revision of figures in almost all districts.

The outturn has been estimated to be 65 per cent of the normal per acre as against 91 per cent of last year. Taking 3·5 bales of 400 pounds of jute fibre as the normal yield per acre, the total produce of the crop in this province this year comes to 312,700 bales against 624,200 bales of last year, or a decrease of 50 per cent.

EFFECT ON THE MARKET

The general feeling among both European and Indian jute merchants is that the final jute forecast is a very fair one. It has had the immediate effect of easing the market a little, and the general trend of opinion is that there will be no appreciable change in prices.

It is thought that while it may not make a great deal of difference at the moment, it may have the effect of lowering prices later in the season. It is expected that there will be a great shortage of colour in Eastern Bengal or the "top" marks on account of the lack of water at the time of steeping. Rain had since fallen in Eastern Bengal, but it was too late, and the quality of jute from this district has greatly suffered in consequence.

It is anticipated that merchants will have considerable difficulty in finding first-class jute for export as the jute coming from places like Nikli and Akaura, which was noted for its excellent colour, had no colour at all this year.

It is estimated that the world requirements of jute for the coming season will be about 11,000,000 bales. Existing stocks amount to about 800,000 bales and, allowing for a reduction in consumption of 300,000 to 400,000 bales on account of the recent jute mill strikes, the total consumption will probably be about 10,700,000 bales. The present crop was estimated at approximately 10,000,000 bales, and adding to this the existing stocks, the available supply would amount to about 10,700,000 bales, which would balance consumption.

At the present time prices of manufactured goods are low, and without any hope of a rise in the near future, there is little justification for anticipating high prices for jute next season.

Both Dundee and Indian mills are expected to purchase their requirements as the occasion demands, and the moment any unusual rise in prices takes place, the mills would probably withdraw their support, and consequently it is expected that there will be neither any appreciable rise in price nor is there much chance of rates going down any further as the level of prices was already too low.

SEED POTATOES FOR THE CANARY ISLANDS: A CORRECTION

In the report on the above subject, which was published on page 589 of the last issue, the dates of planting of King Edward potatoes were erroneously stated. These are "from the end of October until the end of December" not "until the end of September".

CHANGES IN CONSULAR LIST

The Department of External Affairs announce the following changes in the Consular List:—

Mr. H. E. Kane as Acting Vice-Consul of Norway at Saint John, New Brunswick, and Mr. E. Brennan as Acting Vice-Consul of the United States at Moncton, New Brunswick, during the absence on leave of Vice-Consul Arthur R. Williams.

TRADE OF NIGERIA IN 1928

Harry A. Scott, Canadian Trade Commissioner

Liverpool, October 17, 1929.—According to the annual report of the Customs Department of Nigeria just issued, the total value of merchandise imported into the colony during 1928 amounted to £15,760,574, which represents an increase of £1,328,815 over 1927.

The United Kingdom supplied goods to the value of £11,390,973 during 1928. Germany's share amounted to £1,621,526, followed by the United States with £1,351,392. Imports of merchandise from Canada were £16,984 in 1928, as compared with £1,957 during the previous year.

The following table shows the chief items of interest to Canadian exporters, along with the principal sources of supply:—

Imports into Nigeria for Year Ending December 31, 1928

	United Kingdom £	Germany £	United States £	Total Imports £
Biscuits, bread and cakes in barrels	67,205	570	....	67,779
Biscuits, bread and cakes, in tins	20,887	7,091	13	28,894
Fish—				
Canned or preserved[1]	46,187	30,661	1,033	94,135
Dried, salted, etc.[2]	363,114	225,253	13	697,102
Flour[3]	42,166	1,877	55,381	100,102
Salt	289,004	2,908	153	293,023
Whisky	56,451	630	....	57,165
Tobacco (unmanufactured)	81,329	989	174,518	258,166
Ale, beer[4]	45,526	98,223	....	210,161
Butter	7,543	3,955	8	13,645
Cheese	2,258	629	97	6,399
Confectionery	12,121	439	26	14,172
Fruit (canned)	8,501	258	157	9,313
Lard and lard substitutes	2,917	645	1,065	5,398
Milk (canned)	30,194	1,227	89	33,318
Vegetables (canned)	4,290	875	442	13,184
Meat—				
Beef and pork, pickled or salted	10,808	7,782	6	18,670
Canned	22,031	3,546	1,559	31,965
Smoked or cured	7,834	999	51	9,009
Sugar, refined[5]	31,179	26,026	18,156	118,407
Gasolene	3,090	903	254,869	259,345
Wood, lumber, sawn or hewn, undressed	8,053	910	39,883	49,074
Lumber, sawn or hewn, wholly or partly dressed	15,209	4,796	46,846	67,353
Boots and shoes (other than leather)	18,302	1,925	686	24,042
Casks, shooks, etc.	188,998	11,958	56,630	314,823
Lamps and lanterns	21,213	36,395	5,184	65,183
Motor cars[6]	103,885	394	31,138	159,686
Motor trucks[7]	70,320	636	183,706	270,005
Tires	44,924	1,268	21,303	85,829
Cement	241,717	14,367	....	283,916
Paper (all kinds)	20,254	1,207	24	23,963
Stationery	79,086	4,587	261	85,350

[1] Canada, £2,472; [2] Norway, £87,465; [3] Canada, £557; [4] Holland, £65,710; [5] France, £40,569; [6] Canada, £1,811; [7] Canada, £8,832.

EXPORTS

Exports of Nigerian produce in 1928 amounted to £16,927,295 as compared with £15,470,051 in the previous year, an increase of £1,457,244. This is the largest total yet recorded and indicates steady progress in the development of this colony's production.

In the following return showing the exports of the main articles of the produce of the country the comparison has been given for eight years with the object of showing the general steady advance in recent years:—

	Palm Oil Tons	Palm Kernels Tons	Cocoa Tons	Ground Nuts Tons	Cotton Lint Cwt.	Tin Tons
1921..	52,771	153,354	17,944	50,979	114,426	7,181
1922..	87,609	178,723	31,256	23,890	58,942	8,121
1923..	99,439	223,172	32,821	22,887	62,701	8,475
1924..	127,083	252,847	37,204	78,266	92,770	8,852
1925..	128,113	272,925	44,705	127,226	132,724	9,293
1926..	113,267	249,100	39,099	126,799	179,315	10,562
1927..	113,240	257,206	39,210	90,773	99,546	10,926
1928..	127,111	246,638	49,163	103,161	74,956	13,070

The increases in the quantities of palm oil, cocoa and ground nuts exported were quite substantial, and although a decrease took place in palm kernels, no very great importance seems to be attached to it. The exports of cotton lint showed a further decrease, the reasons for which are that planting in the northern areas was greatly reduced in 1927 to enable the food shortage to be recovered, while in the southern areas the reduction was the result of low prices paid in 1926-27. In addition, the latter crop was affected by the exceptionally dry weather, but considerable improvement is anticipated in both parts in the 1928 crop which will be exported in 1929.

Reports received from districts showed that prices paid for produce fluctuated considerably. For palm oil, the average for the year worked out at £22 13s. per ton, and for palm kernels £15 4s. per ton. Cocoa prices ranged from £29 to £53 per ton, while the average for ground nuts was £12 7s. per ton.

The tin industry continued to flourish; shipments for the year made another record.

In the hide and skin trade there were substantial increases in every item except that of tanned sheep skins, while the rubber industry has begun to attract a considerable amount of interest.

Of the total commercial exports in 1928, £7,435,276 went to the United Kingdom. Germany imported goods to the value of £3,913,344 from Nigeria. Exports to the United States amounted to £2,125,920, followed by France with £1,430,944, and Holland with £1,000,087.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The following is published with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

(*a*) The present and prospective demand for their goods.

(*b*) Foreign and local competition (with specimens, catalogues and prices).

(*c*) Details of best selling methods.

(*d*) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.

(*e*) Specifications of articles in particular demand.

(*f*) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

(*a*) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.

(*b*) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.

(*c*) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

(*a*) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.

(*b*) In the display of catalogues, price lists and samples where they can be seen by potential buyers.

(*c*) As to the distribution of trade literature and its probable cost.

GENERAL

4. (*a*) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.

(*b*) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.

(*c*) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing, and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

(*a*) Terms of credit which may be given to foreign buyers.

(*b*) Financial houses and banks who will discount bills or give credit.

(*c*) Regulations governing the recovery of debts in foreign countries.

(*d*) Disposal of goods abroad contracted for but not accepted by foreign buyers.

(*e*) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

(*a*) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.

(*b*) Details regarding process of manufacture if convenient.

(*c*) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.

(*d*) Bankers' references.

(*e*) The proportion of output which is available for export, time required to ship from receipt of order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

DEFERRED AUSTRALIAN CUSTOMS DUTIES

C. Hartlett, Office of the Trade Commissioner

Melbourne, September 23, 1929.—Owing to Australian manufacturers being still unable to supply domestic requirements, increased customs duties on certain commodities which had been previously deferred from time to time have been further deferred until the dates specified opposite each item.

The tariff items and commodities affected are:—

Item				
136	(F)	(2)	Iron and steel—Hoop, n.e.i.	April 1, 1930
147			Iron and steel, viz:—plates and sheets, plain tinned	Oct. 1, 1930
179	(D)	(3) (c)	Electric household dish-washing machines	April 1, 1930
194	(D)		Chain, n.e.i., not made up into serviceable articles	April 1, 1930

This further postponement does not apply to the following, viz:—

			Brass and copper chain (curb and trace pattern), made from wire of ½-mm. to 3 mm. in thickness, both sizes inclusive.	
			Chain, n.e.i., not made up into serviceable articles, in sizes exceeding ¼-inch up to but not including ½-inch.	
197	(B)		Cutlery, spoons, and forks, n.e.i., and knife sharpeners	April 1, 1930
			This further postponement does not apply to cooks' forks not plated.	
242	(B)		Glass, viz.:—Sheet, plain clear	April 1, 1930
334	(F)	(1)	Writing and typewriting paper (plain), not including duplicating—In sheets not less than 16 x 13 inches	April 1, 1930
392	(A)		Yarns, cotton, including mercerized cotton yarn	Jan. 1, 1930
397	(A)		Cartridges, n.e.i.	April 1, 1930

This further postponement does not apply to shotgun cartridges.

See *Commercial Intelligence Journal* No. 1320 (May 18, 1929), page 778, for rates of duty on the following items:—

424 (B) Vessels, n.e.i., trading intrastate or interstate, or otherwise employed in Australian waters for any continuous period of three months, excepting vessels exceeding 500 tons gross register in respect of which firm orders were placed with oversea suppliers before the date on which the deferred duty comes into operation and which are actually entered at an Australian port within fifteen months from such date .. .. ..

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

896. Sugar; Potatoes.—A firm in Belize, British Honduras, wish to represent Canadian exporters of these lines.

897. Codfish.—Italian firm would like an agency for Gaspé codfish.

898. Canned Chum Salmon.—Italian agent wishes to represent first-class Canadian firm.

899. Flour.—A manufacturers' representative in Mexico City desires to secure representation of first-class flour millers, with special reference to the market in Central American republic. Full details on application.

900. Milk Powder.—A well-known firm of importers in Glasgow, who already represent a Canadian manufacturer of milk powder, desire to get in touch with Canadian exporters who want representation in Great Britain and the Continent for food products.

Miscellaneous

901. Wrapping Paper (Kraft).—Milan firm want to buy direct wrapping paper (kraft).

902. Match Splints.—Quotations are required for 3,000 cases of match splints, each containing about one million splints. Prices should state whether they include consular fee of 10 per cent and should also include 5 per cent commission for agent. Delivery at either Laredo, Texas, or Veracruz.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To Avonmouth.—Kastalia, Nov. 6; Salacia, Nov. 16—both Anchor-Donaldson; Nessian, Nov. 26; Caledonia, Nov. 23; Nubian, Nov. 28—all White Star.

To Belfast and Dublin.—Carrigan Head, Nov. 20; Lord Downshire, Nov. 25—both Head Line.

To Cardiff.—Kastalia, Anchor-Donaldson, Nov. 6; Caledonia, Nov. 23; Nubian, Nov. 28—both White Star.

To Dundee.—Cairnross, Thomson Line, Nov. 15.

To Glasgow.—Montcalm, Nov. 14; Beaverhill, Nov. 15; Minnedosa, Nov. 26—all Canadian Pacific; Letitia, Nov. 1; Corinaldo, Nov. 8—both Anchor-Donaldson; Laval County, Nov. 12; Kings County, Nov. 22—both County Line; Koeln, North German Lloyd, Nov. 16.

To Hull.—Valemore, Furness Line, Nov. 19.

To Liverpool.—Duchess of Richmond, Nov. 15; Duchess of York, Nov. 22—both Canadian Pacific; Regina, Nov. 16; Megantic, Nov. 28—both White Star; Antonia, Nov. 8; Andania, Nov. 22—both Cunard Line.

To London.—Beaverford, Nov. 8; Beaverhill, Nov. 15; Beaverburn, Nov. 22; Beaverbrae, Nov. 26—all Canadian Pacific; Aurania, Nov. 8; Ausonia, Nov. 15; Ascania, Nov. 22—all Cunard Line; Valemore, Furness Line, Nov. 19.

To Manchester.—Manchester Brigade, Nov. 7; Manchester Producer, Nov. 14; Manchester Commerce, Nov. 21; Manchester Regiment, Nov. 26—all Manchester Line.

To Newcastle and Leith.—Cairnross, Nov. 15; Cairnesk, Nov. 22—both Thomson Line.

To Southampton.—Montrose, Nov. 7; Montcalm, Nov. 14—both Canadian Pacific; Calgaric, White Star Line, Nov. 14.

To Swansea.—Nubian, White Star Line, Oct. 26; Salacia, Anchor-Donaldson, Nov. 16.

To Antwerp.—Montrose, Nov. 7; Beaverford, Nov. 8; Beaverburn, Nov. 22—all Canadian Pacific; Labelle County, Nov. 18; Grey County, Nov. 26—both County Line.

To Bordeaux and Havre.—Kent County, County Line, Nov. 16.

To Bremen.—Koeln, North German Lloyd, Nov. 16.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, Nov. 10.

To Hamburg.—Montcalm, Nov. 14; Beaverbrae, Nov. 26—both Canadian Pacific; Laval County, Nov. 8; Emden, Nov. 29—both County Line.

To Rotterdam.—York County, Nov. 14; Hada County, Nov. 29—both County Line.

To South African Ports.—Milverton, Nov. 10; Calumet, Nov. 21—both Elder Dempster Line.

To South American Ports.—Canadian Pioneer, Canadian National, Nov. 20.

To Australian Ports.—Canadian Victor, Canadian National, Nov. 15.

To New Zealand Ports.—Canadian Highlander, Canadian National, Nov. 24.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Colborne, Nov. 16; Cornwallis, Nov. 24—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Rodney, Nov. 9; Cavelier, Nov. 16 (Kingston only); Lady Somers, Nov. 23—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Agnete Maersk, Nov. 8; Spica, Nov. 22—both Ocean Dominion.

To Cornerbrook.—North Voyageur, Nov. 4; New Northland, Nov. 13—both Clarke SS.

To St. John's, Nfld.—Rosiland, Furness-Red Cross Line, Nov. 15, Nov. 29; Cabot Tower, Newfoundland-Canada Traders, Nov. 30.

To St. Pierre-Miquelon.—Veslar, Nov. 6, Nov. 19; Cabot Tower, Nov. 8, Nov. 30—both Newfoundland-Canada Traders.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Nov. 7; Lady Hawkins, Nov. 21—both Canadian National.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every Tuesday, Thursday, and Saturday.

From Halifax

To Gothenburg.—Kungsholm, Furness, Withy, Nov. 11.

To Liverpool.—Manchester Hero, Nov. 5; Nova Scotia, Nov. 16; Manchester Merchant, Nov. 23; Newfoundland, Dec. 2—all Furness, Withy.

To London and Hull.—Incemore, Nov. 4; Kenmore, Nov. 18—both Furness, Withy; Maryland, Nov. 13; Naperian, Dec. 2—both Leyland Line (calls only at London).

To Manchester.—Manchester Division, Nov. 4; Manchester Brigade, Nov. 11; Manchester Producer, Nov. 18; Manchester Commerce, Nov. 25; Manchester Regiment, Nov. 30—all Furness, Withy.

To St. John's, Nfld.—Silvia, Nov. 5; Nova Scotia, Nov. 16—both Furness, Withy; Farnorth, Farquhar SS., Nov. 8, Nov. 22; Kyvig, Nov. 18; Sollund, Nov. 21—both Newfoundland-Canada Traders.

To St. Pierre-Miquelon.—Farnorth, Nov. 8, Nov. 22; Sambro, Nov. 12, Nov. 26; Fernfield, Nov. 16, Nov. 30—all Farquhar SS.; Kyvig, Nov. 18; Sollund, Nov. 21—both Newfoundland-Canada Traders.

To Kingston (Jamaica).—Cathcart, Nov. 5; Cavelier, Nov. 19—both Canadian National.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Chomedy, Nov. 7; Colborne, Nov. 21; Cornwallis, Nov. 28—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Nov. 15; Lady Hawkins, Nov. 29—both Canadian National; Agnete Maersk, Nov. 14; Spica, Nov. 28—both Ocean Dominion.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar, Nov. 13; Caledonia, Nov. 27—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Asia, Nov. 23; Empress of Canada, Dec. 7—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Talthybius, Blue Funnel, Nov. 19.

To Yokohama, Osaka and Dairen.—Paris Maru, Osaka Shosen Kaisha, Nov. 19.

To Auckland, Wellington and Dunedin.—Golden Cross, Oceanic and Oriental Navigation Co., Nov. 11.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, Nov. 13.

To Sydney.—Pacific Commerce, Canadian Transport Co., Nov. 8.

To Melbourne and Sydney.—Indien, Canadian-Australasian Line, Dec. 5.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, Transatlantic SS., middle November.

To Brisbane, Melbourne and Dunedin.—Tyr, Canadian-Australasian Line, Nov. 4.

To Liverpool, Southampton, London and Rotterdam.—Loch Monar, Nov. 8; Nebraska, Nov. 19; Delftdyk, Dec. 3—all North Pacific Coast Line.

To Glasgow, Liverpool and London.—Moliere, North Pacific Coast Line, Nov. 11.

To London, Rotterdam and Hamburg.—Marconi, North Pacific Coast Line, Nov. 27.

To Hamburg, Bremen, Rotterdam and Antwerp.—Grootendyk, North Pacific Coast Line, Nov. 17.

To Havre, Dunkirk, Antwerp and Bordeaux.—Nevada, Nov. 7; Arizona, Nov. 22—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Feltre, Navigazione Libera Triestina, Nov. 13.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Hindanger, Westfal-Larsen, Nov. 9.

To Cape Town, East London, Durban, Lourenco Marques.—Crown City, B.C. Shipping Agencies, Nov. 25.

To Colombia.—Point Reyes, Nov. 5; Point San Pablo, Nov. 16 (also calls at Curacao and Kingston)—both Gulf Pacific Line.

To West Indian Ports.—Dalworth, Canadian Transport Co., Nov. 12.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Reiport of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), Including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley —Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*

Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B. Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanctorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.)

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, November 9, 1929 No. 1345

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THE EMPIRE PIG INDUSTRY

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, October 22, 1929.—The Imperial Economic Committee has just issued a report entitled "Pigs and Pig Products" which forms the twelfth of the series. As mentioned in the introduction, an early report on the marketing of meat briefly dealt with the trade in bacon and hams. In view, however, of the large and preponderating proportions of these commodities and other pig products, which at present reach the United Kingdom from foreign countries, and the natural advantages which many Empire countries possess for the production of hogs, the Committee was requested by the Governments of the Empire to prepare a more detailed report, which would deal solely with pigs and pig products.

Features which at once stand out from the report are the magnitude of the consumption of pork products in the United Kingdom, estimated at $475,000,000 annually; that of this more than half (i.e. $275,000,000) is imported; and more especially that of these imports $235,000,000 represent the product of foreign countries.

Consequently, although the proportion of pig products which Empire countries are supplying to Great Britain has doubled within the past fifteen

years, the present position discloses the unsatisfactory fact that Empire countries are to-day only providing 13·9 per cent. of the great and valuable requirements of the United Kingdom, in comparison with 86·1 per cent. purchased from foreign countries.

IMPORTANCE OF PIG-KEEPING ON CLOSER SETTLEMENT

As the report emphasizes, the loss of potential trade cannot be measured in terms of money only. Extended and successful pig-keeping must play an important part in the closer settlement of population which is such an indispensable factor in securing the adequate populating of the vast Empire countries.

It is the general experience that pig-raising is associated with some other type of farming. Therefore an extensive trade in pig products can be based upon the activities of large numbers of small farmers. In illustration it is shown that in Denmark, the outstanding producer of bacon of the best type, about one-third of the pigs are reared on farms of less than 37 acres and nearly seven-eighths on farms of less than 150 acres.

NEED FOR GREATER EFFICIENCY

The report calls attention to the great opportunities which the existing situation offers to Empire countries for the increase of the hog industry. Moreover, the present time is a particularly favourable one owing to the voluntary preference for Empire products which is being exercised by a large section of the population.

A point which is emphasized, and cannot be emphasized too strongly, is that greater efficiency is required to secure this trade.

There is a vast business in pig products in the United Kingdom, but there is no denying the fact that the producer in certain European countries has, through efficiency of production and marketing, attained a strongly entrenched position in that market.

Further, it must be recognized that as the Empire producer becomes more efficient in production and marketing, those already in possession of the market will redouble their efforts to retain their hold. It is therefore essential that the organization developed by Empire producers should from the start be thoroughly sound and capable of expansion. There is no safety in a mere foothold in the market. There must be a continuous and growing effort. The scope of the trade is so large as to be capable of becoming of great profit to Empire producers.

PREDOMINANCE OF DENMARK

It seems apposite to refer to the extraordinary position at present occupied by Denmark as a result of enterprise and the possession of other qualities which the report recommends.

As a preliminary, it should be borne in mind that Denmark itself was not originally a bacon-consuming country—at least not upon the scale upon which the taste exists in the United Kingdom and certain other countries.

Nevertheless, appreciating that the United Kingdom is unable to itself produce more than a fraction of the bacon which its inhabitants can annually consume, Danish farmers, with valuable support from their Government and technical officials, inaugurated and established a comparatively new industry, based upon a thorough study of the bacon requirements of the British Isles and the most practical and approved methods for its promotion.

As a result, the little country of Denmark in the year 1928 supplied to the United Kingdom no less than 5,367,395 cwts. of the total of 8,837,634 cwts. of

bacon imported from all sources, with a financial benefit to Denmark of $126,210,355. It is certain that Denmark possesses many natural advantages, notably that of propinquity, for supplying and delivering food products into the United Kingdom. Those who have had the advantage of examining and studying the Danish bacon industry cannot fail to be struck with the remarkable efficiency of the organization which has been established, not only for production but also for marketing.

OPPORTUNITY AWAITING EMPIRE COUNTRIES

Upon the other hand, Canada and some of the other Dominions possess natural advantages which are denied to a small country like Denmark, and their position as suppliers of hog products of all kinds can be immensely expanded and improved by the adoption in many cases of more perfected organization of the kind which has proved so effective, not only to Denmark but to Sweden, the Netherlands, and other European countries which are now supplying the needs of the United Kingdom to their great advantage.

This position applies less to Canada than to other portions of the Empire with the possible exception of the Irish Free State, which is geographically at an unique advantage owing to its adjacency to the United Kingdom. The report confirms the general impression that Canada has developed a very efficient hog industry in the face of many difficulties. It is, however, disappointing to find that the export of Canadian bacon and hams to Great Britain has greatly declined in the last few years instead of increasing.

In the section of the report devoted to Canada, official statistics show that while United Kingdom imports of bacon from the Dominion in the year 1926 totalled 869,879 cwts., they fell to 503,084 cwts. in 1927, and underwent a still further drop to 306,795 cwts. in the calendar year 1928. Although there has been a falling-off in receipts of Canadian hams, the quantities are happily less, the figures being 162,716 cwts. in 1926, 133,723 cwts. in 1927, and 115,362 cwts. in 1928.

Exceptionally severe competition from European countries, particularly those who have recently gone into the production of bacon, certainly disorganized the United Kingdom market and forced down prices. Upon the other hand, without any intention of criticizing the policy of Canadian shippers—because trade under such circumstances must have frequently been unprofitable—it is unfortunate that the cessation of supplies coincides with a period when the campaign in favour of preference for Empire products has been making such headway in the United Kingdom and our own Canadian Exhibition and Publicity organization has been taking most active steps to call the attention of the people of Great Britain to the merits of Canadian foods, including bacon and hams.

RECOMMENDATIONS

The main purpose which the Committee had in view in their investigation was to discover methods and put forward concrete suggestions calculated to assist producers in the Mother Country and the Dominions to capture the United Kingdom market in pig products from their foreign competitors.

As regards Great Britain and Ireland (including the Free State), the bacon factories at present concentrate on the dry-curing process, and thus cater only to a high-priced and restricted market. While they pursue this policy, they cannot make any substantial advance into the field occupied by Danish and similar imported bacon. If farmers are to increase and improve their herds and the trade is to develop, curers must adopt the tank curing and other economical processes in order to extend their sales.

The problem of the Southern Dominions (Australia, New Zealand, and

South Africa) lies in the transport of mild-cured bacon through the tropics, but the Committee do not regard it as insoluble. Although bacon has not yet been successfully shipped from any of these countries to the United Kingdom, research work is now being carried on by the Department of Scientific and Industrial Research with a view to overcoming the existing difficulties. New Zealand is already sending frozen pork to the United Kingdom, and a proportion of this is being converted into satisfactory bacon by English curers, but the prolonged period of storage has created certain obstacles in the development of the trade.

In their general conclusions, the Committee point out that the primary problem confronting the Empire producers is that of organization: firstly, the association of farmers with farmers; and secondly, the co-operation of the curers with the farmers. It is these factors, combined with the closeness with which the foreign producers are linked up with the distributing trades in Great Britain, that are responsible for the predominance of Continental suppliers in this market.

The Committee have shown in their reports on other food products that the British consumer is now accustomed to high standards of quality and uniformity. The standards which must be adopted to secure his custom are those which he demands. Consequently, the grades of weight and quality adopted for local production in the British Isles, or for export to Great Britain, must be based on the requirements of the British market and not on any other considerations.

A constructive suggestion made by the Committee is the establishment of one set of trade standards and descriptions for all Empire bacon. At first this may be feasible only in regard to weight grades, but the further the uniformity in trade standards and descriptions can be carried the more potent becomes the appeal "Buy Empire Goods".

Closely allied to this question of national standards is that of national marks. The rapid development of the supply of bacon from Denmark to the United Kingdom has been associated with sale under a national name to the exclusion of particular brands. The British consumer is accustomed to this method of description, and it is believed that success for Empire products will be along the same lines. It is evident from the success attained by Denmark that organization based on a policy clearly thought out and persistently pursued can achieve great results.

One of the first objects of farmers' organizations should be agreement with the curers on the breed or crosses to be adopted. Trade opinion in England, supported by the practice in Denmark and Sweden, is almost unanimously in favour of the large white Yorkshire boar. That breed may not be suited to all parts of the Empire, but in those localities to which it is suited the farmers have an economic advantage. But whether this or some other breed be favoured, it is necessary to base a breeding policy on a record of performance and not merely on pedigree and show points. The commercial objective of a breeding policy should never be forgotten.

The general effect of the report may be summed up in the words—the mobilization of the producer. In previous investigations the Committee have recommended measures for the mobilization of the consumer. In this report they have stressed the task of the producer for organization for greater production, and for higher efficiency in breeding and feeding. These are the necessary conditions for success in competition with the established foreign trades. The benefits to the small farmer of a successful pig industry are so immediate and obvious as to justify a great co-operative effort involving the farmers and the breeders and the traders of the Empire, and, indeed, the Governments.

The Canadian Government signatories to the report are the London Trade Commissioner and the Agricultural Products Representative.

SCOTTISH HAY MARKET

G. B. Johnson, Canadian Trade Commissioner

Glasgow, October 18, 1929.—A recent report on this subject appeared in *Commercial Intelligence Journal* No. 1338 (September 21), but in view of the unusual position of the market this year, a supplementary statement should be made.

As has been frequently mentioned in reports from this office, the demand in Scotland for Canadian hay is quite different from that in England. The English markets will take, and prefer, a clover mixture, while in Scotland, at least in the West, timothy is almost exclusively used. The hay is consumed by racing and hunting horses, and by the horses owned by transport contractors and railway companies. On the other hand, there is no market in Scotland for alfalfa hay, although a small quantity of alfalfa meal is imported for poultry feeding. Should alfalfa hay in any quantity be available for export, and a market is required, the Canadian firms interested should supply the trade and possible users on this side, through this office, with information about it, as its qualities seem to be unknown here. Samples and prices would, of course, also have to be provided.

It should be repeated that the shortage in hay this year in Great Britain is confined to England. There is no shortage in Scotland, where the crop was far above the average in quality, and in quantity was little below. Owing to English requirements, Scotch hay has been going to England this year, but apparently not in specially large quantities. The freight rate, either by rail or coast steamer, prevents that, and Scotch hay is quite unable to compete with Canadian in the London market. In the North of England a considerable quantity is sold, but it appears that for the past two or three weeks Canadian has had the advantage there.

It may seem a little strange that there is always a fair market for Canadian hay in Scotland, while Scotch hay to some extent is shipped to England. This is particularly the case with threshed rye grass hay from Ayrshire, which is close to the border. The reason is that the best Canadian timothy is always in demand in Scotland, for it suits certain purposes better than any other, and naturally the shortage in England, by drawing supplies from all sources, creates a still better market in Scotland for Canadian than was the case last year. But, on the other hand, the demand is not so good as it was in 1927 and 1928 when the Scottish crop was so seriously damaged by rain.

Although the demand here is for No. 2 timothy, a certain amount of Canadian f.a.q. hay is brought in. For instance, one prominent firm has imported, or have on order for shipment during the remainder of the year, 465 tons of f.a.q. (which they describe in their grades as 50 per cent timothy and clover or other tame grasses). This hay is Quebec, except a small quantity from New Brunswick for shipment in December. The present price of this is from £6 13s. ($32.36) to £6 18s. ($33.58) per long ton c.i.f. Glasgow. Landed on quay the price is 7s. more ($1.70). The present price of No. 2 timothy from Canada is 5s. more or from £6 18s. ($33.58) to £7 3s. ($34.79) c.i.f. On the other hand, a firm who deal largely in Scotch hay quote £5 10s. ($26.76) as the c.i.f. price of Canadian f.a.q. They quote Scotch prime timothy at £5 15s. ($27.98) at Glasgow. This firm have received offers of Swedish prime timothy at from £6 ($29.20) to £6 5s. ($30.41) delivered Glasgow, which is equivalent to £5 10s. ($26.76) to £5 15s. ($27.98) East Coast ports. It is railed to Glasgow from Grangemouth, on the Firth of Forth.

Canadian hay is all bought on a c.i.f. Glasgow basis: 90 to 95 per cent on receipt of documents, and the balance after inspection and weighing. The majority of firms in the trade would only consider a c.i.f. quotation, but two

or three would consider f.o.b. vessel Canadian seaboard, but only on landed weights and on a form of contract that would protect the buyer. In the case of one buyer, a f.o.b. contract would only be considered in the case of hay passed by a Government inspector. The import of hay is a difficult business and cannot be done on sample, but there is the further difficulty that importers cannot arrange for space on vessels, which should be the business of the shipper, in addition to the fact that the ocean freight rate is always made by the office of the steamship owners in the country of export. These rates cannot be made, and are unknown, in the country to which the hay is shipped.

From interviews with many members of the trade here, the impression has been conveyed that the market for Canadian hay in Scotland will either remain firm or rise, and if the latter, prices will be higher by the New Year when demand becomes pressing for Scotch hay in England. It all depends on the English demand.

Any Canadian exporters who may desire to obtain new connections either in Glasgow, Leith, or Belfast should communicate with this office.

STORAGE BATTERIES FOR MOTOR CARS IN ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, October 23, 1929.—While the number of motor cars in use in England is not, relatively to population, nearly as large as in the United States or Canada, there is a large annual increase. There is accordingly a quite extensive demand for automotive products and accessories, including storage batteries. Periodically this office has received inquiries from Canadian exporters regarding the market prospects for batteries in this country.

The trade is mainly in the hands of manufacturers in Great Britain. The bulk of the business seems to be enjoyed by two makers, with probably a dozen or so other firms competing for a comparatively minor share of the demand. There is a duty on imported batteries for use in motor cars of 33⅓ per cent ad valorem, with a British preferential rate of 22⅔, applicable to Canada. One of the two most popular batteries used in motor cars in this country is a world-famous American brand produced in England.

The two most important batteries sold here are heavily advertised and the manufacturers of both have an extensive system of service stations throughout Great Britain. This system—plus aggressive advertising and participation in motor car exhibitions, and propaganda through displays in the show rooms of motor car dealers—has established a reputation for the leading makes so that any unknown firms would find it most difficult to compete without undertaking an extensive advertising campaign and setting up their own sales and service organization in this country.

Samples of one Canadian-made storage battery, which were tested by a firm of automobile manufacturers in this country earlier in the year, were found to be quite satisfactory, but when it came to a question of purchasing, the car manufacturers pointed out that not only were the prices non-competitive with other batteries made in England, but that the equipment in their cars must have a full service organization behind it.

Considering the established position of firms already on this market, plus the fact that one of the leading United States manufacturers has arranged for production in England, and the duty against batteries, it is difficult to see how any firms could expect to compete from Canada at a profit.

The usual method of distribution is through local agents of the manufacturers who are in effect wholesalers, and are in most cases important garage proprietors operating one or more motor car agencies. Such firms in the larger

towns will, in many instances, maintain a separate department to act as a battery service station for the manufacturer. Retail prices of batteries do not vary a great deal for the standard makes. One of the two most popular batteries in this market sells at from £3 5s. ($15.80) in the case of Ford and Essex cars. Batteries for the Standard Buick Six are sold at from £3 15s. ($18.25).

The usual discount allowed garages by wholesale district distributors averages around 27½ per cent off the retail price. Discounts to wholesalers depend on special conditions, including the qualities purchased, etc.

IRISH FREE STATE MARKET FOR BOTTLE WRAPPERS

John H. English, Canadian Trade Commissioner

Dublin, October 19, 1929.—As the result of inquiries made, there appears to be a substantial market in the Irish Free State for corrugated paper bottle wrappers. Although no official statistics are available to indicate the exact extent of the imports into this country, estimates made by local importers place the figure at roughly 2,000,000. The bulk supplies are reported to come from France.

FELT BEER BOTTLE WRAPPERS

Ireland possesses some of the largest breweries in the world, and shipments are made by the larger firms such as Guiness to practically all ports in the world. Last year exports of porter and stout alone totalled nearly £5,000,000 or some 1,300,000 standard barrels. However, this is shipped almost entirely in bulk—none of the brewers here bottle their products even for the domestic trade, this business being delegated exclusively to local publicans and vendors who carry out the operation on their premises. For export business casks or barrels are used, the beer, porter or stout being bottled only on arrival at destination. The result is that there is only a very small if any demand for beer bottle wrappers. Those breweries that do bottle seldom wrap their bottles, shipments being made such short distances (chiefly by motor trucks) that there is little necessity for wrapping or protection of any kind.

WRAPPERS FOR WINES AND WHISKIES

In the wine and whisky trades a different situation exists, inasmuch as many of the leading distillers bottle their product on their own premises and under strict supervision. It is therefore necessary to make shipment in bottles over considerable distances, and as a result precautions must be taken to protect the containers from breakage. Even in the case of shipments over short distances—that is, within the Free State—the bottles are usually wrapped. This is particularly true of the more expensive wines and spirits.

Some time ago, before the regulations became general prohibiting the use of straw for packing purposes, straw wrappers were generally used. These provided good protection and were generally inexpensive to use although they were not entirely satisfactory to handle being bulky and messy. However, with the introduction of regulations in many countries prohibiting the use of straw for packing purposes owing to the prevalence of foot-and-mouth disease, the customary straw was superseded by a heavy strawboard corrugated wrapper.

The corrugated wrapper generally in use here is somewhat heavier than that found in Canada. It is fastened together by means of brads and is shaped to fit the bottle, almost perfectly slipping fairly freely over and covering the whole bottle.

SIZES AND PRICES

Two sizes are principally in demand—the reputed quart and the half bottle or pint, the former having by far the larger sale. As mentioned previously,

supplies of these wrappers at the present time come almost exclusively from France, which seems to be the chief source for wheat straw products of this kind. With a direct steamship service to Dublin every week or ten days, frequent shipments to individual firms are made in quantities varying from 20,000 to 25,000 at a time. Prices quoted currently are reported at 32s. 6d. ($8.12) per 1,000 c.i.f. Dublin.

SAMPLES

Bottle wrappers are not dutiable on entering the Irish Free State. Interested Canadian manufacturers should forward samples and c.i.f. prices to the Canadian Trade Commissioner at Dublin, together with full particulars.

ECONOMIC CONDITIONS IN SOUTH AFRICA

J. L. Mutter, Assistant Trade Commissioner

Cape Town, October 3, 1929.—Signs of the seasonal improvement in trade, which are usual at this time of the year, are evident, but the financial situation which at present obtains as the result of causes outlined in a subsequent section of this report may exercise a temporary deterrent effect on business. Farming conditions, as far as production prospects are concerned, are unusually good. Further good rains have fallen in the Western Province and in many parts of the Karroo and the Eastern Cape. The market outlet, however, for pastoral products is still uncertain. The final (June) estimate of the 1929 maize crop, recently published by the Department of Agriculture, places the yield at 18,465,000 bags, compared with an output of 19,186,357 bags last year. In view of the good pastoral conditions existing throughout the country, however, the demand for stock-feeding purposes will probably be smaller than last year, so that an export surplus of about 7,000,000 bags should again be available. Prices are now about on a par with those ruling in overseas markets, and show the same downward tendency under the influence of the good crop in the Danube area.

Total exports of citrus fruit to the end of July (including exports through Union ports from Rhodesia and Portuguese East Africa) totalled 563,991 cases, compared with 381,223 cases during the corresponding period of last year. Exports of dried fruit for the first seven months of the year totalled 4,816,397 pounds, or 1,862,973 pounds less than during the corresponding period of 1928. This decrease was mainly accounted for by smaller exports of sultanas and raisins.

The tobacco crop of the Union is now officially estimated at 14,500,000 pounds, compared with last year's crop of 23,101,994 pounds.

In the pastoral industries the outlook on the whole is satisfactory, while for small stock it is particularly good. The local wool market is stagnant pending the opening of the new season, but its tone is slightly more optimistic, the opinion being generally expressed that the set-back in the price of wool will go no further. On the other hand, it is unlikely that the expected increase in the new season's clip will be sufficient to offset the fall in prices. The South African Association of Chambers of Commerce considers that the farmers have been fortunate in obtaining excellent prices for their wool over a long period, and points out that even the present levels are considerably in advance of pre-war prices.

MINING

The gold output for the first seven months of the year was valued at £25,798,568, compared with £25,397,335 during the corresponding period in 1928, while group profits registered a proportionate increase.

The production of diamonds in the Union during the first six months of the year was 1,903,126 carats valued at £5,654,089. The overseas demand for good

stones is small, but there is still a good demand for the poorer qualities. A revival is expected with the advent of the Christmas season.

July returns for the coal industry show an increase in production figures over those of the previous month, but tonnage exported, while considerably in excess of the figure for July, 1928, is less by some 2,000 tons than the export for June of this year. June production of the collieries in the Witbank area of the Transvaal was 517,350 tons as against 509,313 in June of the previous year.

MANUFACTURING INDUSTRIES

Cape Town engineering firms and furniture makers are slack, while the printing trade is quieter. The seasonal lull in the building trade continues, and with it a certain amount of unemployment. Boot and shoe factories are less busy and expect to be so for the next month or two. In Johannesburg, conditions in the engineering and furniture industries continue satisfactory but quiet. Business in the Port Elizabeth boot and shoe industry is slack and factories are working below capacity. With the exception of soap-making, which is still quiet, other industries are normal. Sheet metal and tinware industries in East London report no change in the quiet conditions which have prevailed for some months.

FINANCIAL CONDITIONS

As a result of economic conditions prevailing during the past few years, and because of the tendency for imports to continue to rise after exports have started falling, the Union finds itself with an estimated export surplus for the first seven months of the year which is the smallest recorded for the first seven months of any year since 1922. For the remainder of the year it seems probable that any increase which may occur in the quantity of merchandise exported will be largely offset by the lower prices which will be received for wool and other farm produce. On the other hand, if during the remainder of the year the upward trend of imports which has existed since 1923 continues, the Standard Bank of South Africa predicts a possible net adverse balance of about £7,000,000 for the year. The effect which the development of such adverse trade balance is having on financial conditions is shown by the recent increase in the South African Reserve Bank's local discount rate from 5½ per cent to 6 per cent.

RHODESIA

Business remains fairly quiet throughout Southern Rhodesia, and there are no indications of any marked change. Cattle prices remain firm for good slaughter stock, and the excellent condition of the veld has meant that losses of stock have been much smaller than usual. The maize crop is late in coming in, but conditions continue satisfactory and earlier estimates are expected to be approximately realized.

EAST AFRICA

The bazaar trade in Kenya, Uganda and Tanganyika is dull, particularly in the first-named area, where there have been a number of important failures. Satisfactory rains have fallen in Kenya, and crops there are quite up to average generally, though the mealy bug is reported to have caused a loss of £800,000 worth of coffee this season alone.

More rain is needed in the cotton districts of Tanganyika territory, where, in spite of increased plantings, the estimated production of 30,000 bales is below that of last year, when the figure was 32,954. Coffee is coming in at the rate of about 30 tons a day, and the present tone of the market for this commodity is steady. The sisal districts have received good rains, and planters there have been able to carry out their programme of yearly expansion of planted areas.

IMPORT TRADE OF BARBADOS IN 1928

F. L. Casserly, Acting Trade Commissioner

I

Port of Spain, October 18, 1929.—The c.i.f. value of total imports into Barbados in calendar year 1928, excluding in transit trade, was £2,349,159—an increase of £49,051 over the figure for 1927. Imports under the general head of "Articles wholly or mainly manufactured" accounted for £1,055,231, or almost one-half of the total. This heading shows an increase of £40,048 as compared with the corresponding figure for 1927. "Food, drink, and narcotics" are entered at £842,882—an increase of £45,560 over 1927. Next in importance are "raw materials and articles mainly unmanufactured" totalling £355,053 and showing a decrease of £21,226 below 1927. "Miscellaneous and unclassified articles" totalled £84,588 in value; this item increased over that of 1927 by £4,869. Bullion and coin accounted for £11,405—£10,460 less than in the preceding year. The principal sources of customs revenue are import duties and tonnage dues, which increased over 1927 by £9,874 8s. 7d. and £92 11s. 3d. respectively. The additional tax of 3d. per gallon on volatile petroleum (really an excise) imposed on June 12, 1928, yielded £4,756 5s. 2d. between that date and the end of the year. Also, warehouse rents increased by £160 10s. 6d. as compared with the previous year.

The following table shows the direction of the import trade of Barbados (excluding bullion and coin) in 1927 and 1928. It is noteworthy that the United Kingdom, Canada, and Newfoundland have slightly increased their share of the colony's imports, while that of the United States and also of other parts of the British Empire has declined; also that Barbados bought more from Canada than from the United States.

	1927	Per Cent	1928	Per Cent
United Kingdom	£ 764,320	33.5	£ 827,350	35.4
Canada	439,350	19.3	485,110	20.7
Newfoundland	51,590	2.3	58,923	2.5
Other parts of the British Empire	369,147	16.2	342,637	14.7
United States	453,710	19.9	405,094	17.3
Other foreign countries	200,126	8.8	218,640	9.4
Total	£2,278,243		£2,337,754	

The principal articles imported into Barbados from Canada during 1927 and 1928 are shown below:—

		1927	1928
Apparel	£	987	1,996
Biscuits, unsweetened in tins	lbs.	23,647	41,033
	£	1,775	3,078
Boots and shoes	£	10,608	9,911
Butter	lbs.	68,141	75,695
	£	5,111	5,677
Motor vehicles	No.	129	181
	£	17,793	22,862
Parts of	£	1.942	3,496
Tires	£	6,419	6,116
Cattle food—			
Bran	lbs.	9,958	100,000
	£	35	400
Oilmeal	lbs.	7,081,546	6,710,347
	£	38,948	40,262
Cheese	lbs.	94,892	98,132
	£	7,117	7.360
Cordage	lbs.	30,257	35,364
	£	1,135	1,326
Fish, dried, salted or smoked	lbs.	2,048,213	1,309,616
	£	24.687	23,387
Grain, i.e. oats	lbs.	5,983,901	7,065,781
	£	29.695	35.329
Flour, bags of 196	lbs.	57,707	70,677
	£	86,561	106,016

		1927	1928
Hay	lbs.	62,810	1,020,288
	£	314	3,826
Lard and its substitutes	lbs.	17,985	24,557
	£	899	1,227
Manures (sulphate of ammonia)	tons	673	400
	£	8,413	4,800
Meats (bacon and hams)	lbs.	37,377	72,623
	£	2,803	5,125
Beef, salted	lbs.	45,780	38,400
	£	1,029	960
Pork, salted	lbs.	603,810	675,726
	£	13,614	16,894
Medicines, patent	£	855	1,077
Metals (iron and steel manufactures)	£	5,083	2,037
Milk, condensed	lbs.	152,368	224,854
	£	3,427	5,059
Oils, i.e. gasolene	galls.	45,884	100,106
	£	2,294	5,005
Paints	lbs.	56,019	36,415
	£	1,401	910
Sugar, refined	lbs.	1,032,744	1,254,519
	£	10,328	12,545
Vegetables, fresh	£	2,036	6,603
Wood and timber (hemlock, beech, birch, etc.)	ft.	6,255,569	6,698,722
	£	46,917	50,239
Shingles	No.	24,144,450	27,243,371
	£	24,144	27,243
Shooks and staves	£	27,188	22,761
Wooden furniture	£	1,988	2,661

An examination of these figures, and also of corresponding figures for the years 1924, 1925, and 1926, shows that the Canada-West Indies Trade Agreement which came into effect, so far as Barbados was concerned, in 1927, has caused Canada to gain substantially in butter and condensed milk. In the fish trade, however, as elsewhere in the British West Indies, the Dominion has lost ground to Newfoundland. In boots and shoes and cordage both Canada and the United Kingdom have gained; but in salted beef the United Kingdom, instead of Canada, appears to have benefited at the expense of the United States. Salted pork has not been much affected.

DETAILS OF IMPORTS

Aerated and Mineral Waters.—Owing to the existence of a local manufacturing industry, selling at very low cost, the import trade in this item is quite small. Total imports in 1928 were 1,658 dozen pints valued at £665, of which the United Kingdom supplied about 90 per cent and the United States most of the remainder. Canada's share was 23 dozen pints (£9). The market being essentially a cheap one, the prospects of selling such a luxury article as Canadian ginger ale are doubtful.

Animals (i.e. Horses).—Total imports 220 in number, valued at £4,500—chiefly from the neighbouring British West Indies colonies. (Canada supplied one horse valued at £40.)

Animals (i.e. Mules).—Total imports 211, valued at £8,440; the United States supplied over 90 per cent. Most of these horses and mules were for draught purposes.

Apparel.—Total imports valued at £24,341, of which the United Kingdom is credited with £16,868, Canada £1,996, and the United States £4,879. Canada's share of this business, though small, almost doubled in 1928 as compared with 1927. This heading does not include cotton or silk manufactures, or hats, which are separately classified, but embraces nevertheless a wide range of goods—e.g. neckties, light overcoats, corsets, brassières, ladies' belts, suspenders, and also some articles of clothing which, although made of a mixture of cotton and wool, are not included under either of those categories.

Bags and Sacks (empty).—Total imports 789,483 in number, valued at £39,474—almost entirely from India.

Bags, Travelling.—Total £1,165: United Kingdom, £831; Canada, £134; United States, £105.

Beer and Ale, Bottled.—Total imports were 58,626 gallons valued at £8,794, supplied chiefly from the United Kingdom and Holland; Canada not represented. Much smaller quantities of beer in wood were also imported, almost entirely from the United Kingdom.

Stout and porter in bottles and in wood likewise came in to a considerable extent: Canada was represented under this head by 740 gallons valued at £112, out of a total of 34,104 gallons (£5,564).

Biscuits, Unsweetened.—Total imports 52,460 pounds valued at £3,935: Canada, 41,033 pounds (£3,078); United Kingdom, 8,397 pounds (£630). In 1927 imports from Canada were 23,647 pounds valued at £1,775. Unsweetened biscuits are manufactured in Barbados to a moderate extent, for export as well as for local consumption.

Biscuits, Other.—Total imports 16,354 pounds valued at £1,635: the United Kingdom supplied about 85 per cent and the United States most of the remainder.

Blackings and Polishes.—Total imports £2,419, almost entirely from the United Kingdom.

Boots and Shoes.—Total imports valued at £45,876: United Kingdom, £32,930; Canada, £9,911 (chiefly rubber soled); United States, £1,571. Canadian leather footwear does not sell well; competition from England is too keen.

Brooms and Brushes.—Total £1,722: United Kingdom, £1,027; Canada, £498.

Buckets and Pails.—Total £507, all from the United Kingdom save £8 from Canada.

Butter.—Total 349,868 pounds valued at £26,241: Canada, 75,695 pounds (£5,677); United Kingdom, 30,066 pounds (£2,255); France, 152,342 pounds (£11,426); Trinidad, 80,566 pounds (£6,042), chiefly Canadian and French. Imports of butter from Canada in 1927 were 68,141 pounds (£5,111). The French product, which is highly coloured and rather salt, is very popular. It comes in 5-pound tins, and is used mainly for cooking. It is cheaper than Canadian tinned butter, and not so good; the latter comes in tins of 1, 2, and 5 pounds. Kegs and firkins are seldom now seen. Canadian creamery butter, used by the better-off classes, comes in paper cartons of ½-pound and 1-pound.

Oleomargarine.—Total imports 839,572 pounds valued at £18,890, supplied chiefly by Holland and the United Kingdom.

Candles of Tallow.—Total imports 21,213 pounds valued at £1,061, entirely from the United Kingdom.

Carriages and Carts.—Bicycles and tricycles other than motor were brought in to the total value of £2,707, almost entirely from the United Kingdom. Tires and tubes for these machines totalled £612, and other parts £1,812, the United Kingdom in both instances being the chief supplier. Motor bicycles and their parts are represented by a total of £1,270 (25 machines, nearly all from England).

Motor Vehicles.—Of these, a total of 308 was imported, valued at £42,162. Canada supplied 181 (£22,862), the United States 99 (£14,225), and the United Kingdom 27 (£5,037). Motor car parts totalled £18,066, of which the United States supplied to the value of £10,785; the United Kingdom, £3,624; and Canada, £3,496. In 1927 Canada supplied 129 motor vehicles valued at £17,793, and their parts to the value of £1,942. On December 31, 1928, there were in Barbodes 1,297 motor cars, 324 trucks, and 98 motor cycles. Of the cars 83 were English, 1 French, 8 unspecified, and the rest American and Canadian (not differentiated). The motor cycles were almost all English.

Tires and tubes for motor vehicles were imported to the total value of £11,572, of which Canada is credited with £6,116; the United States, £3,945; and the United Kingdom, £1,299.

Vehicles of other kinds and their parts, chiefly wagons for use on sugar estates, and horse-drawn buggies, totalled £5,549, the United Kingdom being the chief supplier. Canada was represented by £244 under this head.

Bran and Pollard.—Total imports 4,865,447 pounds valued at £19,462: Argentine 4,759,247 pounds (£19,037), the small remainder being divided between Canada, the United Kingdom, and the United States

Oilmeal and Oilcake.—Total imports 9,211,849 pounds valued at £55,271: Canada 6,710,347 pounds (£40,262) and the United States the remainder. Latterly this trade has almost entirely gone to the United States on account of lower prices.

Cement.—Total imports 13,025 barrels valued at £8,142, supplied almost entirely from England.

Cheese.—Total imports 110,975 pounds (£8,323): Canada, 98,132 pounds (£7,360); United Kingdom, 12,086 pounds (£906).

Imports of cheese from Canada in 1927 were 94,892 pounds valued at £7,117. Kraft cheese in ½-pound and 1-pound cartons is in demand by the better-class groceries. Round cheeses of about 20 pounds, in wooden boxes, also sell well.

Calcium Carbide.—Total imports 11,266 pounds valued at £564, almost entirely from Canada.

Chemicals, Other Kinds (Unenumerated).—Total imports £8,114, almost entirely divided between the United Kingdom and the United States.

China and Glassware.—Total imports £5,019: United Kingdom, £3,259; Germany, £1,391.

Coal.—Total imports 30,564 tons valued at £38,203: 90 per cent from the United States and the rest from England. Much of this coal was for ships' bunkers; smaller quantities for the local railway and some sugar factories. In addition to these supplies of coal, Barbados imported during the year 3,954 tons of charcoal valued at £7,904 and 14,027 tons of wood fuel worth £42,081, chiefly from British Guiana and St. Lucia. The charcoal and wood were used largely for cooking. Barbados has practically no forests, and therefore no supplies of wood fuel.

Cocoa.—Total imports of prepared cocoa were 97,275 pounds valued at £3,645, chiefly from the United Kingdom and Holland. Imports of raw cocoa were 90,336 pounds (£2,260), entirely from neighbouring British colonies.

Coffee.—Raw coffee was imported to the total of 259,093 pounds valued at £8,417, chiefly from Brazil and Jamaica. Imports of prepared coffee, mainly from the United Kingdom and the United States, totalled 13,765 pounds (£1,721).

Barbados produces neither cocoa nor coffee.

Confectionery.—Total imports £5,557: United Kingdom, £3,961; Canada, £956; United States, £549. English boxed chocolates of standard brands are good sellers.

Cordage and Twine.—Imports of cordage totalled 119,960 pounds valued at £4,542, of which the United Kingdom supplied 84,088 pounds (£3,197) and Canada 35,364 pounds (£1,326)—an increase of about 5,000 pounds over 1927. Considerable numbers of small sailing vessels ply between Barbados and the neighbouring islands. Imports of twine were £2,426 in total value, the United Kingdom supplying about 75 per cent and Canada about 10 per cent.

Cotton Manufactures.—Imports of hosiery totalled £11,768 in value, of which the United States is credited with £8,086; Canada, £1,004; and the United Kingdom, £2,279.

Piece goods not exceeding 1s. per yard in value were imported in the total quantity of 3,833,537 yards valued at £97,828, of which about 85 per cent came from the United Kingdom and almost all the remainder from the United States. Imports of piece goods costing more than 1s. per yard were 20,256 yards (£1,196), the United Kingdom being the principal supplier.

Other kinds of cotton manufactures, unenumerated, accounted for a total of £105,198, of which the United Kingdom supplied £95,981; Canada, £1,028; the United States, £4,375; and Switzerland, £2,164.

This item comprises a wide variety of goods. Canadian bath suits and ladies' ready-made dresses sell fairly well; but, as the figures indicate, the bulk of the trade is in English hands. There is a large sale for cotton fabrics of medium weight and moderate price, also for men's and boys' ready-made suits made from a mixture of cotton and wool. These ready-made garments are of fairly good quality since, owing to the cheapness of local labour, it is not worth while to import a ready-made suit of very low-grade material. The clothing trade is in the hands of a few large merchants who buy on indent in London, and also in New York; but they are continually canvassed by representatives of English and American manufacturers, and much business is done in this manner. Some Canadian firms have already adopted the practice; their example might advantageously be followed.

Canvas and oilcloth (English) sell very well, as do voiles, poplins, and cambric shirtings. The cheaper goods with flashy designs are almost entirely American; but the bulk of the business is done by Lancashire. The designs are very varied. Lace goods come from England and France; cotton hosiery from England and the United States. Ladies' and children's underwear made in Canada was also seen; men's underwear is supplied largely by England and the United States.

Electrical Apparatus.—Total imports, £13,810: United Kingdom, £5,409; United States, £7,165; Canada, £663.

Aside from supplies for the electric lighting system of Bridgetown, these imports consisted chiefly of fans, lighting accessories, irons, toasters, heaters, refrigerators, stoves and other domestic requisites; also radio appliances. In the last-named the trade is small due to unfavourable atmospheric conditions; both long and short wave sets are used and they come exclusively from the United States. A typical retail price is $60, not including accessories. Some Canadian domestic electrical appliances are on the market, but an American make of iron appears to have the largest share of the moderate trade in these articles. "Frigidaires" have been selling at the rate of about twenty per annum; these are likewise American.

Fish.—(a) Canned.—Total imports, £10,108: Canada, £7,067; United States, £2,328.

(b) Dried Salted.—Total imports, 39,705·64 quintals (£79,410): Canada, 11,693·34 quintals (£23,387); Newfoundland, 27,937·98 quintals (£55,875). Newfoundland's favourable position in this business is due largely to lower price. The hard Newfoundland cure is popular in the trade. Cod is of course the principal kind of fish embraced by this heading. Newfoundland shippers often do business on consignment, which is preferred by the trade, but does not seem to be liked by Canadian exporters. Canada's share of this business declined in 1928 by nearly 700,000 pounds as compared with 1927, but the decrease in value was not so marked.

(c) Pickled.—Pickled salmon was imported to the extent of 683 barrels valued at £2,564, of which Canada supplied 301 barrels (£1,131) and Newfoundland 357 barrels (£1,339).

Other kinds of pickled fish (mainly herring) show a total of 2,805 barrels (£3,507), divided almost equally between Canada and Newfoundland.

Fruits and Nuts.—Dried fruits, chiefly currants and raisins, totalled £3,222, the United Kingdom and the United States being shown as the chief suppliers. Of fresh fruits, imports of apples were only 221 barrels valued at £227 from Canada and the United States. Other

kinds of fresh fruits, chiefly of tropical varieties, grown in the neighbouring islands, totalled £8,485. Coconuts were brought in to the total value of £2,337, and other kinds of nuts to that of £3,451.

Glassware.—Of bottles, only £819 worth was imported, chiefly from the United Kingdom. Lamps, chimneys, and table glassware aggregated £3,615 in value, with Germany, the United States, and the United Kingdom as the chief suppliers in that order of importance. Other kinds of glassware accounted for a total of £1,685; the United Kingdom, Germany, and Belgium had most of this business.

Grain.—Corn, barley, and wheat totalled 2,852,144 pounds valued at £14,260, chiefly from the Argentine.

Of *oats,* total imports were 7,066,681 pounds (£35,334)—practically all from Canada—an increase of over 1,000,000 pounds over 1927.

Rice, one of the largest individual items of import, totalled 14,083,570 pounds valued at £140,836, India and British Guiana being the sources of supply.

Flour of Wheat.—Total imports, 85,945 bags valued at £128,918, of which Canada supplied 70,677 bags (£106,016) and the United States 15,268 bags (£22,902). The expression "bag" here means 196 pounds, which is the basis on which duty is assessed. Actually, about 90 per cent of the flour imported into Barbados comes in bags of 98 pounds, which are preferred by the trade. Included in these figures are 35,565 bags or barrels of soft wheat flour imported for the use of the two biscuit factories in Bridgetown. Wooden barrels generally serve as containers for this grade of flour, since they come in very useful afterwards for packing the biscuits. The United States supplies much of this type of flour. In 1927 Canada supplied 57,707 bags of flour valued at £86,561.

Cornmeal.—Total imports, 29,602 bags of 196 pounds valued at £32,561, nearly all of which came from the United States.

Beans and Peas.—Of total imports amounting to 1,855,519 pounds valued at £13,915, the principal suppliers were the United Kingdom, India, and Holland. Canada's share was very small.

Other kinds of farinaceous preparations, unenumerated, consisting largely of cereals and breakfast foods, accounted for a total of £5,251, of which Canada's share was £2,246, that of the United Kingdom £1,514, and of the United States £1,343.

Haberdashery and Millinery.—Total imports, £11,386, of which the United Kingdom accounted for £8,994, Germany for £1,168, the United States for £329, and Canada for £119. Buttons, thread, pins, needles, tape, elastic, and dressmaking accessories were the chief items.

Hardware, including house, store, and office furniture of metal, was imported to the total value of £24,288, of which the United Kingdom was represented by £14,625, the United States by £6,413, Germany by £1,859, and Canada by £995.

English goods classified under this heading have a strong hold on the Barbados market, due to their excellent quality and moderate price, and also to long-standing custom. Successful competition by Canada will not be easy. Some very serviceable and well-finished German padlocks, retailing at from 10 to 30 cents each, were seen. German aluminiumware is sold in moderate quantities at cheap prices. Oil, charcoal, and wood stoves, galvanized buckets and pails, are in considerable demand; they come chiefly from England; Swedish hand-operated ice-cream freezers are prominent.

Hats and Bonnets.—Total imports, £24,285: United Kingdom, £22,310; Italy, £1,486; United States, £144. Felt hats of standard makes have the bulk of the trade. Tropical helmets also sell fairly well amongst the upper classes. Straws are not much seen.

Hay.—Imports from Canada were 1,020,288 pounds valued at £3,826, about 90 per cent of the total, the remainder being supplied by the United States.

Implements and Tools, Agricultural.—Total imports, £2,328, of which the United Kingdom is credited with £1,726, Canada with £245, and the United States with £224. Ploughs, forks, spades, shovels, pickaxes, and hoes were the chief items.

Implements and tools, other, largely carpenters' tools, accounted for a total of £863, divided between England and the United States.

India-rubber manufactures, excluding rubber-soled footwear and tires for motor vehicles, totalled £1,826, of which Canada supplied £587, the United Kingdom £740, and the United States £464. Surgeons' and druggists' requisites were the principal items under this head.

Instruments, Scientific.—Total imports, £1,548, of which the United Kingdom is credited with £885, Canada £268, the United States £265, and Germany £130.

Jams and jellies totalled £1,511, almost entirely from England, whose brands have been on the market for many years.

Canned and bottled fruits, chiefly pears, peaches, apricots, cherries, olives, etc., accounted for £1,382, of which the United States supplied £874, the United Kingdom £332, and Canada £55.

Lard and Its Substitutes.—Total imports 223,909 pounds valued at £11,194: United States, 113,947 pounds (£5,697); United Kingdom, 85,405 pounds (£4,270); and Canada, 24,557 pounds (£1,227). Canada's share of this business in 1927 was 17,895 pounds valued at £899. Lard comes in tins of 1, 5, and 25 pounds; there is a large business done in lard compound.

Leather.—Dressed leather was imported to the total value of £2,505: United Kingdom, £1,464; Canada, £611; United States, £230. Undressed leather totalled £3,326: United Kingdom, £1,807; Jamaica, £1,107; Canada, £339.

Machinery.—Ice-making machinery accounted for a total of £2,234, divided almost equally between the United Kingdom and the United States.

Sugar machinery totalled £43,694, of which the United Kingdom is credited with £35,991 and the United States £4,467.

Sewing machines totalled £988, the United Kingdom and the United States being the chief sources of supply.

Other kinds of machinery, not specified, but consisting largely of supplies for foundries, totalled £29,253, of which the United Kingdom is credited with £24,231, the United States £4,367, and Canada £526.

Manures and fertilizers accounted, as usual, for a very considerable fraction of the colony's total import trade. Their use is necessitated by the natural poorness and the comparative thinness of the soil of an island that is really a large coral rock. The principal kind of fertilizer imported was sulphate of ammonia, which totalled 4,629 long tons valued at £55,551, the United Kingdom supplying 4,214 tons (£50,571) and Canada almost all the small remainder (United States, 15 tons equal to £180). Raw fertilizers, chiefly animal manures, totalled 1,468 tons valued at £2,936, supplied by the Dutch West Indies and Venezuela (respectively 1,205 tons equal to £2,410 and 263 tons equal to £526). Nitrate of soda was imported exclusively from the United Kingdom (29 tons 10 cwt. valued at £369). Other kinds of manures (mainly chemical, but some made from animal matter) were imported in the total of 3,568 tons 8 cwt. valued at £53,524, of which the United Kingdom supplied 2,148 tons 10 cwt. (£32,227); Germany, 599 tons 18 cwt. (£8,998); Holland, 299 tons 15 cwt. (£4,496); the United States, 329 tons (£4,935); France, 161 tons 15 cwt. (£2,426); Belgium, 28 tons 10 cwt. (£427); and Trinidad, 1 ton (£15), this last being a casual shipment. A detailed report on the market for fertilizers in Barbados appeared in the last issue of the *Commercial Intelligence Journal.*

Matches.—Total, 41,761 gross of boxes valued at £5,247, of which Holland supplied 28,728 gross (£3,591); the United States, 7,586 gross (£948); Sweden, 3,711 gross (£464); and Canada, 985 gross (£123).

Meats.—(a) Bacon and Hams.—Total imports, 240,830 pounds valued at £18,062: United Kingdom, 68,333 pounds (£5,125); United States, 88,619 pounds (£6,646); Canada, 72,623 pounds (£5,447); Holland, 9,370 pounds (£703). Canada's share of this trade almost doubled in 1928 as compared with 1927. Picnic hams are very popular. Keeping quality is very important.

(b) Pickled Beef.—A fairly large trade. Total imports, 1,189,251 pounds valued at £29,731, of which the United Kingdom supplied 900,198 pounds (£22,505); the United States, 201,088 pounds (£5,027); the Argentine, 46,595 pounds (£1,165); and Canada, 38,400 pounds (£960). This beef comes in barrels of 200 pounds. The imports from England did not originate there.

(c) Salt Pork.—Total imports, 1,415,492 pounds valued at £35,388, of which Canada supplied 675,726 pounds (£16,894) and the United States 651,088 pounds (£16,277), the small remainder being divided between the Argentine, Denmark, Germany, and Holland. In 1927 Canada supplied 603,810 pounds of salted pork valued at £13,614. There is a fairly large trade in heads, snouts, and tails.

(d) Fresh meat was also imported to the total value of £2,105, entirely from the Argentine.

(e) Canned Meat.—Total imports, 244,611 pounds valued at £6,116, of which the Argentine supplied about 90 per cent and the United Kingdom most of the remainder.

Medicines and drugs, largely patent and proprietary, which are very popular with the masses of the people, were imported to the value of £20,528, of which the United Kingdom is credited with £11,981, the United States £7,072, and Canada £1,077. Extensive advertising is resorted to.

Metals.—Manufactures of brass and copper, and composition nails for ships, were imported in small quantities, chiefly from England. Iron and steel manufactures (unspecified), consisting of a wide variety of articles such as material for the local railway, waterworks, and telephone system, totalled £28,445: United Kingdom, £23,000; Canada, £2,037; United States, £3,212. Canadian iron pipe and bed springs were seen. Hoops, bars, and rods of iron and steel totalled £7,487, of which the United Kingdom is credited with £4,531, Canada £595, the United States £1,536, Belgium £489, and Germany £251.

Iron and steel nails, spikes, and rivets accounted for a total of £5,053, of which Canada is credited with £3,471, the United Kingdom £1,095, and the United States £453.

Manufactures of lead and tin were imported to the total value of £1,584, chiefly from England.

Wire, including wire for fencing, totalled £1,970, of which the United Kingdom is credited with £1,539, Germany £234, Canada £143, and the United States £54.

Imports of other kinds of metals were insignificant.

TRADE OF FIJI, 1928

C. M. Croft, Canadian Trade Commissioner

Auckland, October 3, 1929.—The islands of the South Pacific Ocean offer a market of some importance to Canadian exporters, and one to which relatively little attention is paid. Of those coming within the purview of the Auckland office, the Fiji Islands are probably the most important. Situated some 1,500 miles north of New Zealand, the Fiji group of islands became British possessions in 1874. They number about 200, varying in size considerably, some being mere islets not more than a square mile in extent. The total area of the group is 7,435 square miles. The estimated population of the colony at December 31, 1928, was 176,793, of which only 4,591 were Europeans. It is therefore obvious that there is not an extensive market, but there are certain features which render it a market worth catering to.

The import trade during the calendar year 1928 was valued at £1,483,169: Australia, £621,784; the United Kingdom, £404,718; New Zealand, £140,697; United States, £131,994; and Canada, £70,262. The export trade during 1928 was valued at £2,633,238. Canada was the largest purchaser with £1,242,683, New Zealand second with £577,298, followed by the United Kingdom (£384,106), France (£213,740), Germany (£63,889), the United States (£52,690), and Australia (£30,440).

Some features of the Fijian market include the fact that Canada is her largest customer and should therefore appear in a very favourable light. Fiji extends the benefits of the British preferential tariff to Canada (see *Commercial Intelligence Journal* No. 1255 (February 18, 1928), page 274). Suva, the capital of Fiji, is a port of call for the ships of the Canadian-Australasian Royal Mail Line from Vancouver and Victoria en route to New Zealand and Australia, and consequently affords regular sailings from Western Canada. Factors adverse to Canada developing more trade include the accessibility of Australia and New Zealand, each of which has regular shipping services to Suva. Furthermore, trade has been in fairly well-defined channels for many years and consequently there would, no doubt, be some reluctance in opening new connections. It is felt, however, that Canada has not been securing her share of the import trade, due possibly to the failure of Canadian firms to take full advantage of the market possibilities. A number of Canadian exporters are certainly active in Fiji, and some have entrusted their business there to their New Zealand agents who have representatives covering the various South Sea Islands; this policy is, of course, entirely satisfactory provided shipments are made direct to Fiji and the other islands, but it is the opinion of some merchants in Fiji that shipment to (say) Auckland and then transhipment to Fiji does not permit the goods to land at competitive prices, and it would seem therefore, that exporters should arrange shipments direct to Fiji whenever possible.

IMPORT TRADE

It has been stated above that the total imports into Fiji last year amounted to £1,483,169, and of this Canada supplied only £70,262. A survey of the principal commodities imported is therefore of interest.

Bacon, Hams, and Cured Pork.—The imports under this heading were valued at £4,363: New Zealand, £3,608; Australia, £688; and the United Kingdom, £67.

Bags and Sacks.—Value of imports, £78,872. Australia furnished 118,803 dozen valued at £61,583; India, 24,525 dozen valued at £11,538; and New Zealand, 12,350 dozen valued at £5,751.

Baking Powder.—The value of imports was £1,448, New Zealand supplying 16,858 pounds valued at £1,152; Australia, 2,944 pounds valued at £227; the United Kingdom, 723 pounds valued at £39; and the United States, 553 pounds valued at £30.

Beer (in bottles).—Bottled beer to the extent of 36,506 gallons (imperial) valued at £7,587 was imported in 1928, the principal suppliers being Australia with 34,128 gallons valued at £6,929 and the United Kingdom with 2,363 gallons valued at £654.

Bicycles to the value of £995 were imported, the United Kingdom being credited with £562 and Canada with £373.

Biscuits, Fancy.—There were 144,978 pounds of fancy biscuits imported, the value being £5,954. Australia was the largest supplier, having shipped 137,542 pounds valued at £5,630, while New Zealand was the only other prominent source of supply with 6,859 pounds valued at £283.

Boots and Shoes.—The value of the imports of boots and shoes was £10,737: United Kingdom, £3,710; Canada, £3,133; Australia, £2,474; United States, £4,993; New Zealand, £463.

Brushware to the value of £1,756 was imported, the United Kingdom being the largest supplier with £817; Australia, £759; and United States, £121.

Canvas.—The imports of canvas amounted to £3,111: Australia, £1,709; United Kingdom, £1,112; United States, £218; and Canada, £43.

Cement and Lime.—Of the total value of imports of £8,212, the United Kingdom accounted for £7,934; Australia, £229; and New Zealand, £48.

Coal.—Some 22,426 tons of coal valued at £26,240 were imported last year. Australia secured the bulk of the trade, 22,077 tons valued at £25,732; the United Kingdom shipped 186 tons valued at £233; and New Zealand, 145 tons valued at £230.

Coffee and Chicory (whole, powdered or mixed with milk).—The imports under this heading amounted to 40,099 pounds valued at £3,392. Here again Australia was the principal supplier with 37,010 pounds valued at £3,096 to her credit, while New Zealand furnished 1,508 pounds valued at £176; the United Kingdom, 1,064 pounds valued at £69; United States, 430 pounds valued at £44; and Canada, 48 pounds valued at £5.

Confectionery.—Confectionery to the extent of 143,518 pounds valued at £6,603 was imported during 1928: Australia, 71,802 pounds valued at £4,275; New Zealand, 57,079 pounds valued at £1,787; United Kingdom, 12,474 pounds valued at £483; Hongkong, 1,147 pounds valued at £34; India, 787 pounds valued at £13.

Cordage and Rope.—Imports valued at £8,567: Australia, £4,569; United Kingdom, £3,508; New Zealand, £254; and Hongkong, $195.

Cutlery.—Imports of cutlery were valued at £2,589: United Kingdom, £1,803; United States, £419; Germany, £217; Australia, £56; and Canada, £43.

Doors and Sashes.—The imports of doors and sashes were quite limited, amounting to £228. It is worthy of note, however, that Australia supplied these to the value of £152, and Canada only £48.

Drapery.—This heading embraces a diversity of articles; the imports last year were valued at £210,270: United Kingdom, £150,264; Japan, £24,841; Australia, £16,106; New Zealand, £8,933; India, £3,320; United States, £2,234; and Canada, £462.

Drugs to the value of £17,501 were imported. The principal suppliers were Australia (£8,471), the United Kingdom (£6,177), and United States (£1,087). Shipments from Canada were valued at only £2.

Enamelled Ware.—Of the total value of imports of enamelled ware (£4,010), the United Kingdom furnished £2,831; Japan, £460; Australia, £345; and New Zealand, £259. No imports from Canada are recorded.

Fish.—Canada was the largest supplier of fish (including canned fish), being credited with 696,331 pounds valued at £17,564, out of a total of 829,715 pounds valued at £22,156. Other countries prominent in this trade were the United Kingdom (55,003 pounds valued at £1,561), New Zealand (28,167 pounds valued at £935), Hongkong (9,145 pounds valued at £768), Australia (20,503 pounds valued at £702), and the United States (16,789 pounds valued at £453).

Flour.—Flour imports totalled 8,099,470 pounds valued at £49,427. Australia had a large percentage of this business, having furnished 8,146,376 pounds valued at £49,353; Canada, 12,000 pounds valued at £68.

Sharps and Pollard.—Australia supplied practically all of the sharps and pollard imported, the total figures being 8,099,470 pounds valued at £47,576: of this Australia shipped 8,097,480 pounds valued at £47,565, the only other source being New Zealand with 1,990 pounds valued at £11.

Fruits, Fresh.—Fresh fruit to the value of £3,530 was imported, Australia having furnished £1,574, New Zealand £894, the United States £781, and Canada £279.

Fruit, Preserved.—Some 288,398 pounds of preserved fruit valued at £4,596 were imported last year: Australia, 110,926 pounds valued at £2,398; the United States, 38,843 pounds valued at £809; India, 103,881 pounds valued at £687; and New Zealand, 21,551 pounds valued at £436. Canada's share of this trade was only 1,609 pounds valued at £51.

Furniture to the value of £4,207 was imported last year. Australia was the largest supplier with £1,691, followed closely by the United Kingdom with £1,144. Other countries shipping furniture to Fiji include India (£466), New Zealand (£288), Hongkong (£214), Poland (£214), the United States (£91), and Canada (£2).

Galvanized Manufactures.—Imports, £6,900: United Kingdom, £4,373; Australia, £2,202; New Zealand, £193; Belgium, £67; United States, £34; and Switzerland, £31.

Glassware.—Imports of glassware last year totalled £7,024: United Kingdom, £3,603; Australia, £1,932; Germany, £350; Japan, £309; India, £223; and the United States, £216. Several other countries shipped smaller quantities, Canada's share being £5.

Grease and tallow to the value of £4,066 was imported. As was to be expected, New Zealand and Australia supplied the bulk of this, New Zealand with £2,010 and Australia with £1,934. The United States furnished these commodities to the value of £99, and the United Kingdom with £23.

Hardware forms quite an important item of the import trade, and this term, like "drapery", embraces a great many individual commodities. The value of imports was £100,424, of which Australia furnished £44,706; the United Kingdom, £35,230; the United States, £11,894; Canada, £2,963; and New Zealand, £2,883.

Hats and Caps.—The value of hats and caps imported was £2,449: United Kingdom, £1,240; Australia, £540; Japan, £320; United States, £121; and Canada, £39.

Iron, black and mild steel came principally from the United Kingdom and Australia, the value of imports from these sources being £3,419 and £2,537 respectively out of a total of £5,983.

Iron, galvanized, was purchased very largely in the United Kingdom, the total imports being valued at £20,446, of which £19,480 came from that source. Australia's share was £945.

Jams and jellies imported amounted to 109,497 pounds valued at £3,087, Australia being the principal source of supply with 102,497 pounds valued at £2,929. The only other supplying countries were the United Kingdom (£99), New Zealand (£53), and the United States (£6).

Lamps and lampware were imported to the value of £4,410, which came from the United States (£1,492), the United Kingdom (£1,002), Germany (£918), Australia (£696), Canada (£175), Holland (£93), New Zealand (£18), and Japan (£18).

Leatherware valued at £11,534 was imported, Australia having the bulk of the trade with £10,291. The only other countries sharing in this trade to any appreciable extent were the United Kingdom (£746) and Japan (£241).

Linoleum and Matting.—Imports were valued at £1,930, the countries supplying the largest quantities being Australia (£659), the United Kingdom (£582), the United States (£264), Hongkong (£138), and India (£107).

Machinery, Agricultural.—Imports were valued at £15,175: United States, £9,335; Australia, £3,771; United Kingdom, £1,776; New Zealand, £233; and Canada, £36.

Machinery, electrical and oil, was imported to the value of £16,693: United Kingdom, £8,069; Australia, £3,437; the United States, £3,437; New Zealand, £1,149; and Canada, £572.

Machinery, Steam.—Of the imports of steam machinery valued at £6,091, Australia supplied £3,084 and the United Kingdom £3,006.

Machinery, sugar-making, valued at £25,341 was imported from Australia (£18,716) and the United Kingdom (£6,625).

Manure was imported to the value of £16,139, the supplying countries being Australia (£12,412), New Zealand (£1,525), Germany (£1,103), and the United Kingdom (£1,099).

Matches, wood, were purchased to the value of £7,866, the principal supplier being the United Kingdom with £7,686.

Meats to the extent of 1,118,180 pounds (£37,671) were purchased in 1928. New Zealand and Australia supplied practically all of the requirements: New Zealand, 1,006,978 pounds (£33,361), and Australia 101,615 pounds (£3,570). Canada furnished 1,302 pounds (£42).

Milk to the extent of 206,774 pounds valued at £6,713 was imported: New Zealand, 91,382 pounds (£3,120; and Australia, 88,488 pounds (£2,995). Canada's contribution was 7,920 pounds (£150).

Motor vehicles to the number of 200 and the value of £27,703 were imported last year. Canada was the largest supplier with 122 vehicles valued at £12,292, followed by the United States with 45 (£8,392); United Kingdom, 19 (£3,546); and Australia, 12 (£3,338).

Musical instruments, other than pianos (of which four only were imported), valued at £2,124 entered Fiji last year. Australia shared in this trade to the extent of £729; the United States, £568; the United Kingdom, £341; and Germany, £319. Shipments from Canada were valued at £58.

Nails.—Imports were valued at £2,894, the United Kingdom being by far the largest shipper with £1,702. The other sources of supply were Australia (£401), Belgium (£392), United States (£217), Germany (£153), and New Zealand (£29).

Paints, dry and in oil, valued at £4,011 went to Fiji last year: United Kingdom, £3,052; and Australia, £918.

Paints mixed to the value of £5,728 were imported, Australia supplying £2,549 and the United Kingdom £2,292. The United States also shared in this trade to the extent of £581.

Paper and paper bags to the extent of £4,503 were imported last year. Australia was the largest supplier with £1,610, followed quite closely by Canada with £1,093. Other sources of supply were the United States (£953), the United Kingdom (£461), New Zealand (£380), and Sweden (£6).

Perfumery.—Imports were valued at £2,673 and were supplied by the United States (£1,034), the United Kingdom (£694), Australia (£426), Japan (£393), and other countries in smaller quantities.

Pickles and sauces were imported to the value £2,148: Australia, £1,080; the United Kingdom, £589; Hongkong, £329; New Zealand, £110; the United States, £32.

Printing Materials.—Value, £2,852: United Kingdom, £859; United States, £826; Australia, £694; Canada, £337; and New Zealand, £130.

Rails and fishplates to the value of £15,062 were imported, the United Kingdom having a very large share of the trade with £12,529. The other sources of supply were Australia (£2,281), Holland (£221), and New Zealand (£41).

Rubberware.—Imports were valued at £1,432: Australia, £723; United Kingdom, £236; Canada, £208; and the United States, £188.

Salt in Bulk.—Approximately 782 tons (long) of salt in bulk valued at £3,073 were imported last year. There were only two sources of supply of importance, namely, the United Kingdom (681 tons valued at £2,556) and Australia (99 tons 8 cwt. valued at £504).

Soap, Plain.—Plain soap (as distinguished from "fancy" soap) was imported to the extent of 833,293 pounds valued at £11,346. Australia and New Zealand supplied practically all of this, Australia with 714,067 pounds valued at £9,975 and New Zealand with 118,961 pounds valued at £1,366.

Spirits (Whisky in Bottles).—Imports, 11,330 gallons valued at £12,815. The United Kingdom shipped 8,701 gallons valued at £9,469, and Australia 2,627 gallons valued at £3,333. It is presumed that the great bulk of this was Scotch whisky.

Stationery.—Of the imports of stationery valued at £14,360, Canada secured orders amounting to only £127. The principal suppliers were the United Kingdom (£7,103), Australia (£4,962), and New Zealand (£1,364).

Tea to the value of £27,523 was imported. The trade was almost entirely in the hands of Australia and New Zealand with £14,645 and £12,202 respectively.

Timber, Shooks for Fruit Cases.—Canada was able to secure practically all of this trade, the total imports amounting to £1,500 and Canada's share to £1,482. New Zealand made up the remaining £18.

Timber, Dressed.—Canada was the largest supplier of dressed timber, her share of the total imports of £18,033 being £10,966. Other important shippers were the United States (£3,350), New Zealand (£2,984), and Australia (£726).

Timber, rough, to the value of £35,499 was imported, Australia being the largest shipper with £20,906, followed by Canada with £7,955 and the United States with £6,294. New Zealand furnished £344.

Toys and Fancy Goods.—Under this classification are included many commodities: a detailed analysis is not possible. The 1928 imports were valued at £12,394, United Kingdom and Australia being the most prominent shippers with £5,793 and £2,908 respectively. Among other supplying countries were the United States (£692), Japan (£669), New Zealand (£596), Italy (£506), Germany (£398), India (£285), Samoa (£218), and Canada (£180).

Tires and Tubes.—Of the total imports of tires and tubes amounting to £10,595, Canada supplied $7,124; the United Kingdom, £2,130; Australia, £1,131; and the United States, £174.

Vegetables, Fresh.—Onions to the value of £5,745 were imported, the supplying countries being Australia (£4,239), New Zealand (£850), United States (£335), and Canada (£321). Potatoes valued at £8,301 arrived in Fiji last year: Australia (£5,083), New Zealand (£2,971), Canada (£185), United States (£51), and Norfolk Island (£11).

Vegetables, preserved, were imported to the value of £1,885. Imports came from the United States (£620), Hongkong (£611), the United Kingdom (£347), Canada (£155), Australia (£127), New Zealand (£15), and India (£10).

Wire, Fencing.—The value of the imports was £4,522, the United Kingdom being the principal supplying country with £3,797, followed by Australia (£398), the United States (£191), and New Zealand (£136). No imports from Canada are recorded.

Woodenware to the value of £1,767 was imported. Australia (£796), the United States (£500), and New Zealand (£238) were the main sources of supply. Imports from Canada were valued at £86.

(NOTE.—The above figures are for the country of shipment.)

IMPORTS FROM CANADA

In the above summary of the import trade only those commodities which might possibly be of interest to Canadian exporters are considered, some com-

modities such as coffee and tea being included. In a number of products the chief suppliers are not the actual primary producers. A survey of the preceding section shows that the principal commodities which Canada ships to Fiji are: fish, motor vehicles, dressed timber, rough timber, tires and tubes, boots and shoes, hardware, shooks for fruit cases, and paper and paper bags. There are a great many other products which Canada supplies to New Zealand, which it would seem could be sent to Fiji in competition with other countries. Canadian firms should look into the possibilities of catering to the market in Fiji and the other South Seas Islands, and those who consider that business is possible should communicate with the Canadian Trade Commissioner at Auckland, who is contemplating a visit to Fiji and possibly the other islands next year. It is desirable that the Trade Commissioner be in possession of full details regarding the commodities and prices of firms who wish to extend their business in Fiji. It would also be advisable for Canadian firms already represented in Fiji to communicate with the Trade Commissioner in order that intelligent efforts may be made to increase the Dominion's trade to Fiji.

EXPORTS FROM FIJI

The exports of domestic produce from Fiji amounted to £2,633,238 in 1928. The commodities included were almost entirely tropical produce.

Raw Sugar.—This was by far the most important export, as this industry is a very important one in Fiji, 754,264 tons of sugar cane having been produced last year. The value of the exports of raw sugar was £1,827,095, a large percentage of which (£1,239,367, or nearly 69 per cent) went to Canada. New Zealand absorbed to the value of £415,087, and the United Kingdom £171,835.

Copra was the second largest export, 27,947 tons valued at £567,254 being exported in 1928. This went to France (£207,057), the United Kingdom (£200,202), Germany (£63,889), the United States (£49,532), Holland (£27,358), and Spain (£19,216).

Bananas were exported to the value of £147,781, of which New Zealand took £147,390 and Australia £391.

Vegetables (fresh), valued at £6,169, were shipped to New Zealand (£4,224), Australia (£1,935), and Fanning Island (£10).

Shell, trocas, to the value of £13,693 was exported, the purchasers being France (£6,679), Japan (£4,369), the United Kingdom (£2,020), and Australia (£625).

Raw rubber is produced in Fiji. Shipments last year were valued at £4,704: United States, £2,830; and United Kingdom, £1,874.

Canned pineapples.—The canning of pineapples is an industry for which it is believed there should be considerable scope in Fiji. Last year the exports of canned pineapples were valued at £4,249, of which Canada absorbed £3,268 and New Zealand £954.

Turtle shell was exported to the value of £2,461, of which the United Kingdom took £2,202; Italy, £164; and Japan, £95.

SUMMARY

It is considered that, having outlined the principal commodities which Fiji imports and exports, little more need be said with regard to the market possibilities. It has already been pointed out that Suva, the capital of the group, is a port of call for the ships from Vancouver; direct services also operate to San Francisco, affording yet another channel of trade. The entire population is only 176,793, and of this number only 4,691 are Europeans. The Fiji Islands are tropical, Suva being situated in latitude 18° 8′ South. While the temperature does not go exceptionally high, there is a great deal of humidity. The highest temperature recorded in 1928 was 94 degrees in the shade, while the lowest was 62 degrees. The relative humidity, taking saturation as 100, is very high: on one occasion the humidity was recorded as 100, while the least recorded during the year was 44. It is thus obvious that the market in Fiji can absorb essentially only those commodities suitable for tropical climates. However, it is somewhat surprising to note how the winter weather is felt. The writer when passing through Suva in July (mid-winter) on one occasion called at the Government offices and was somewhat amazed to find heating appliances being used, although the temperature was in the vicinity of 80 degrees.

DEEP-WATER HARBOUR SCHEME FOR TRINIDAD

F. L. Casserley, Acting Trade Commissioner

Port of Spain, October 23, 1929.—The Legislative Council of Trinidad unanimously approved last week of the report of a special committee, consisting of officials and representative business men, appointed by the Acting Governor, to inquire into the possibilities of providing Port of Spain with wharf facilities for ocean-gong steamers of ordinary size. Owing to the lack of such facilities, cargo and passengers have to be conveyed by lighter between ship and shore, a distance of over two miles, at an estimated annual cost of about £42,000—which does not take into account the inevitable consequent losses of and damage to goods.

The committee's report, which embodies proposals made by consulting engineers many years ago, advocates the building of a quay 4,000 feet long, of which 600 feet would be reserved for coal bunkering, and of a basin and approach channel, so that vessels of ordinary size (between 400 and 500 feet long) would be able to discharge and take on freight and passengers without lighterage. Such an improvement, it is claimed, would be cheaper in the long run than the present antiquated system, since the dues proposed to be charged would be considerably less per annum than the expenses for lighterage; movement of goods would be more rapid and less costly (particularly as regards supervision between ship and shore); the possibility of loss would be reduced to the minimum; ships would be able to get into direct telephonic communication with the shore, the transaction of business being thereby facilitated; and the number of passengers going ashore from ships calling at Port of Spain for a few hours would greatly increase, to the decided advantage of the stores in the city. Furthermore, the undoubted advantage which, owing to its geographical position, Port of Spain already enjoys as a distributing centre for goods consigned to adjacent territories, and as a supply base for ships trading between North and South America, would be considerably enhanced by the provision of proper wharfage facilities.

The Gulf of Paria, separating Trinidad from Venezuela, was many years ago described by James Anthony Froude as "a harbour that would hold all the commercial navies of the world". This is still true, but on account of the silt brought down from the many mouths of the river Orinoco, which discharges into the gulf opposite the western shore of Trinidad, where Port of Spain is situated, the construction of a deep-water harbour suited to modern needs will be costly. The cost of the scheme, including linking up the proposed pier with the railway system, and the providing of cranes and other appliances, is tentatively estimated at £1,000,000. This figure, however, is only approximate, being based on previous estimates; the Trinidad Government's consulting engineers in England have been asked to submit a revised estimate. The work will take several years to complete. When it will be commenced and who will do it have not yet been decided; but it is regarded as urgent both by the local Government and by the Colonial Office in London. Detailed specifications are of course not yet obtainable.

It is proposed that the capital expenditure should be met by a loan to be raised by the Trinidad Government for a period of fifty years, and that the British Government be asked to assist with a free grant of interest over a period of ten years from the date of the beginning of construction. It is estimated that in ten years' time the Colony's present debt charges will have been sufficiently reduced to enable the additional financial liabilities to be met without increasing taxation. The assistance from England would be obtained out of the £1,000,000 per annum which Parliament has undertaken to vote under the Colonial Development Act, assented to on July 26 last, for the purpose of aiding agriculture, industry and commerce in the Crown Colonies.

There are some persons in Trinidad, including one or two responsible members of the business community, who disagree with the findings of the committee, and who think that the scheme, if adopted, will lay too heavy a financial burden upon Trinidad. However, in view of the support of both the local Government and the Colonial Office, the work will probably be carried out.

TRADE COMMISSIONERS ON TOUR

Mr. McColl

Mr. E. L. McColl, Trade Commissioner in Buenos Aires, will visit as under:

Toronto	Nov. 1-14	London	Nov. 25-26
St. Catharines	Nov. 15	Woodstock	Nov. 27
Hamilton	Nov. 18-20	Brantford	Nov. 28-30
Windsor	Nov. 21-23	Guelph	Dec. 2

Mr. Macgillivray

Mr. J. C. Macgillivray, Trade Commissioner in Rotterdam, will be in Montreal from November 9 to 20.

Mr. Young

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, whose territory includes the Barbados, Windward and Leeward Islands, and British Guiana, will visit as follows:—

Vancouver	Nov. 2 to 12	Victoria	Nov. 16 to 18
New Westminster	Nov. 13 to 14		

Mr. Poussette

Mr. H. R. Poussette, formerly Trade Commissioner in India, will be in Toronto from November 5 to 23.

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Toronto, to communicate with Mr. Alex. Marshall, Canadian Manufacturers Association, in that of Vancouver, with Mr. Hugh Dalton, Secretary, Canadian Manufacturers Association, and in that of other cities included in the above itineraries, with the Secretary of the Board of Trade or Chamber of Commerce.

ECONOMIC CONDITIONS IN GERMANY

M. B. Palmer, Assistant Trade Commissioner

Hamburg, October 19, 1929.—With regard to foodstuffs, Germany is not a self-supporting nation. Thus the expansion of her exports can only be effected through the sale of manufactured goods. Germany's efforts therefore to increase the industrial output of the country have perhaps been the most remarkable feature of the economic history of post-war Europe. These efforts have embraced wide schemes of industrial reform finding expression in amalgamations, re-equipment and rationalization, while together with a national pride in achievement has grown up a new spirit of international co-operation. In several industries international cartels have been established as a means of combating New World competition.

In view of the fact that Germany has to import a large proportion of her raw materials and is forced as a consequence to have recourse to foreign credits, a comparatively long period is likely to elapse before she will be able to show a favourable trade balance. The ultimate prosperity of her foreign trade is dependent upon her ability to meet reparations obligations and maintain the stability of her currency. The dominating features of the present economic situation are the stupendous endeavours being made to increase exports, and the energy and enterprise that are being expended in acquiring new markets. When Germany has created her own capital and is freed from the necessity of foreign borrowing, the manifestation of these efforts should command recognition.

The following table illustrates the comparative export values of the leading commodities (including reparation deliveries in kind) for the periods January to June, 1929 and 1928:—

	1928	1929
	January to June	
	Million Reichsmarks	
Iron and steel	785	931
Chemicals and dyes	582	637
Machinery (not including electrical)	434	553
Cloth	513	516
Coal	240	243
Electric machines and apparatus	228	269
Paper and paper products	182	198
Leather and leather manufactures	173	185
Yarn	133	147
Glass	102	117
Rubber manufactures	96	105

FINANCIAL SITUATION

Shortness of capital and high rates continue to be the predominating features of the money market. Home loans for the first eight months of the year totalled 282 million marks and foreign loans (all European) for the same period amounted to 292 million marks. The bank discount rate remains at 7½ per cent, having been raised 1 per cent on April 25 last. Following the Hague settlement interest rates eased a little. At the beginning of October the private discount rate was 7¼ per cent; day money, 7½ to 10 per cent; and month loans, 9 to 10½ per cent.

Bank note circulation and gold reserve coverage have again reached the normal following the unhealthy position during the spring crisis. The value of credit from all issuing banks at the end of July amounted to 2,972 million marks as compared with 3,377 million marks at the end of April and 2,786 million marks one year earlier. Savings deposits at the end of July showed an increase since January of 1,320 million marks, totalling 8,316 million marks.

One of the largest deals of its kind occurred in the fusion of the Deutsche and Disconto Banks. The new "Deutsche Bank and Disconto-Gesellschaft" will have 48 per cent of the share capital of the seven great banks, 54 per cent of the reserves, and 45 per cent at present of the creditors, representing respectively 285 million marks, 165 million marks, and 5,057 million marks. Both banks pay a dividend of 10 per cent.

Receipts from taxation for the first five months of the financial year, April to August, totalled 3,972 million marks, which slightly exceeds five-twelfths of the 9,325 million marks estimated for the year.

Few days pass without the announcement of some new direct United States participation in German industry.

The average share index of 329 representative stocks on the Berlin exchange for August was 134·2 as compared with 149·1 during August of last year.

Freight car loadings, which are an index of trade activity, show an increase over the previous year. The average daily loadings during July numbered 156,200, and during August 154,900, as compared with 151,200 during August, 1928.

UNEMPLOYMENT, BANKRUPTCIES, ETC.

Unemployment, which during the year has been much greater than formerly, is again gradually increasing due mainly to the inactivity in the building and associated industries following the usual midsummer decline. Whereas at the end of February there was a total of 2,460,760 persons—the highest figure for the year—drawing unemployment insurance, this number decreased to 807,750 in May, reached the lowest point (710,499) in July, and thereafter increased to 725,757 at the end of August, as compared with 567,700 in August of last year.

Bankruptcies likewise show a considerable increase over the previous year. During the last quarter these numbered 845 in July, 739 in August, and 663 in September, as compared with 655, 552, and 554 respectively for the corresponding months of 1928. A total for the nine months is given at 7,318 against 5,727 during the same period of last year.

It is found upon compilation that there is a monthly average of three million drafts presented in Germany. Of these, one-third are protested, so that there is no money available for 33,000 drafts daily. There are also 90,000 summonses issued and 35,000 distraints made daily. Of these distraints, 12,000 are ineffective, resulting in 10,000 oaths of manifestation being taken every day.

PRICES AND WAGES

The cost of living index for September of 153·6 (1913-14: 100) was an advance over the previous September from 152·3. By groups the indices were as follows: food, 154·2; housing, 126·3; heat and light, 151·2; clothing, 171·1; and other needs, 192·1. At the same time the wholesale price index decreased to 138·1 from 139·8 for the respective periods.

Wages continue to increase slightly in unison with the cost of living. The average weekly wage paid during August for skilled labour was R.M.53.81 ($12.81), and for unskilled labour R.M.41.69 ($9.93), as compared with R.M.51.53 and R.M.39.26 during August, 1928.

TRADE

The following table shows the trade of Germany for the first eight months of the year compared with the period of 1928:—

	Imports		Exports	
	1928	1929	1928	1929
	1,000 Reichsmarks			
Live stock	90,802	89,024	13,048	12,732
Food and drink	2,808,599	2,598,708	369,710	476,711
Raw materials and semi-manufactured goods	4,904,870	4,876,799	1,815,972	1,944,741
Finished products	1,670,458	1,560,234	5,698,149	6,404,390
Total merchandise	9,474,729	9,124,765	7,896,879	8,838,574
Precious metals	438,115	411,603	17,698	959,731
Total	9,912,844	9,536,368	7,914,577	9,798,305

From the above statistics it will be noted that, with the exception of the live stock group, the imports have decreased and exports increased in each of the other groups, comparing the two periods. The most notable expansion is in the case of the export of manufactured goods, which established a new high record. The import surplus, which averaged 195 million marks a month in 1928, so far this year only amounts to an average of 36 million marks. Since the stabilization of the mark German exports have shown a steady growth, and as the variation in import figures has been slight, Germany's foreign trade is to-day more nearly in balance than at any time since the collapse of her exchange.

BEET-SUGAR PRODUCTION OF CZECHOSLOVAKIA

During the 1928-29 sugar season, which concluded on September 30, the Czechoslovak sugar factories turned out 1,055,904 tons, compared with 1,233,163 tons in the 1927-28 season. There was thus a decline of 197,259 tons, or nearly 16 per cent.

CONDITIONS IN ITALY

V. E. Duclos, Acting Trade Commissioner

WHEAT PRODUCTION

Milan, October 19, 1929.—According to the latest statistics the "wheat campaign", persevered in since 1926, is making itself felt. The official returns, based on threshing results, place the wheat crop at over 7 million metric tons, the largest so far recorded in Italy. This compares with 6·2 million metric tons in 1928, and with a pre-war average for the period 1909-1913 of 5 million metric tons. During the past five years production has averaged 6·2 million tons—a gain of 1·2 million over the pre-war figure—and this in spite of the fact that 1927 was a very unfavourable season. It is stated that the economic importance of this increase is greatly enhanced by the fact that it is essentially due to the larger yield per hectare, which has risen from 10·4 quintals (20·4 cwts.) in the last pre-war years to an average of 12·7 quintals (24·9 cwts.) in the period 1925 to 1929, culminating in the 14·4 quintals (28·2 cwts.) now obtained. In the plains of Lombardy the average yield is 23·3 quintals (45·7 cwts.), rising to 50 and even 60 quintals per hectare (approximately 98 to 117 cwts.) in certain favoured localities. The most significant fact is, however, that the low yields per unit of South Italy are increasing.

The increase in the area under wheat has not been considerable, the average rising from 4,800,000 hectares in the period 1909-1913 to 4,909,000 in 1925 to 1929. There has been no displacing of crops of a higher money value to make room for cereals; on the contrary, the area under tobacco, truck crops, orchards, etc., has steadily increased, while improved rotations allow of larger forage crops and of more cattle on the farm. The increase foreseen for the next decade will be due to the land reclamation works now under way, which in time will bring some 5 million acres of new lands under the plough.

The wheat campaign has intensified agricultural production as a whole. Thus the average yields obtained during the last seven years exceed those obtained in the period 1907-1913 as follows: wheat, 400,000 metric tons; other cereals, 13,000 tons; rice, 150,000 tons; potatoes, 300,000 tons; beets, 800,000 tons; vegetables, 300,000 tons. Commercial fruit growing has developed to a marked extent, and is gradually becoming a leading agricultural industry.

The relation between wheat production and wheat imports is shown by the following figures, which, however, fail to take into consideration the important factor of the carry-over from one harvest to another for which statistical returns are not available:—

	Production Metric Tons	Net Imports of Wheat and Flour Metric Tons
1923	6,191,000	1,878,800
1924	4,630,600	2,391,700
1925	6,554,800	1,828,700
1926	6,005,000	2,336,800
1927	5,329,100	2,366,700
1928	6,221,500	2,755,000

INDUSTRIAL SITUATION

According to reports received, the industrial situation continues to show gradual but steady recovery and growth, notwithstanding the seasonal lag which occurred in August. Taken as a whole, manufacturing activities are satisfactory, and the depression still prevailing in certain branches is not of a nature to react on the situation as a whole. Among the industries which show marked improvement after a long period of depression are the steel and cement trades, whose activity is promoted by recent trade agreements and by the increased demand for their products. The increased activity of the textile trades, in which

unemployment has declined from 50,600 in May to 32,403 in August, is mainly due to resumption of work in the silk mills. During the first eight months of the current year the activity of all branches of the textile industries exceeded that of the corresponding period of 1928.

The following table compares the output of a few leading industrial products in the first seven months of 1929 with that for the corresponding period of 1928:—

	Jan.-July, 1929 Metric Tons	Jan.-July, 1928 Metric Tons
Pig iron	552,217	248,661
Steel	1,295,505	1,068,190
Steel plates	1,180,570	987,989
Cement[1]	1,957,600	1,687,340
Superphosphates[2]	709,740	510,739
Paper mills[3]	199,280	184,955
Rayon[4]	18,150	16,544
Electric power, kwh.	5,209,654,000	4,741,109,000

[1] 137 mills in existence; 135 working in 1928 and 1929.
[2] 85 mills in existence; 81 working in 1928 and 1929.
[3] 384 mills in existence; 264 working in 1928 and 1929.
[4] 26 mills in existence; 26 working in 1928 and 1929.

There has been a resumption of activity in the building trades. During the first four months of the current year, permits were issued for building 71,000 rooms, as compared with a total of 98,107 for the whole of 1927 and 147,650 for the whole of 1928. There has thus been an increase of 68 per cent for the four-month period under consideration, as compared with 1927, and a 48 per cent increase as compared with 1928.

The movement for industrial concentration and rationalization, which has already reorganized and consolidated the Italian chemical industries, has now extended to the metal trades. It has been decided to establish a steel trade consortium with a view to reducing costs by rationalizing production, having recourse for this purpose to the specialization and more intensive utilization of the various plants, attention being given to the important question of eliminating uneconomic transport charges. The potential output of the Italian iron and steel trades is small when compared with the large producing countries, and in this field Italy only aims at becoming self-supporting.

INCREASED IMPORTS INTO PALESTINE

Official returns just issued show that imports into Palestine during the first six months of the current year were valued at £3,556,126, compared with £3,095,648 in the corresponding period of 1928, an increase of 14·8 per cent, writes a correspondent of the London *Times Trade Supplement*. The value of the exports in the first half of 1929 was £814,866, against £884,592 in 1928. Owing to an unsatisfactory agricultural season, produce shipments declined, and wheat, flour, barley, and other foodstuffs had to be imported in large quantities. Other increases in imports included raw cotton and wool, cotton and woollen yarns, unrefined olive oil, sunflower seed, copra, hides, and tanning materials, all of which are being used in Palestine's industries.

Improvements were also recorded in the imports of such manufactured goods as sanitary ware, electrical accessories, fertilizers, general machinery, and motor vehicles. Cars valued at £77,680 were imported in the first half of this year, against cars valued at £71,722 in the January-June period of 1928. Exports of oranges and other fruit, barley, wheat, maize, and wine declined, but there were increases in the shipments of certain manufactured articles

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department and the Post and Telegraph Department, Wellington. Tenders should be addressed to The Secretary, Public Works Tenders Board, Wellington, and the Secretary, Post and Telegraph Department, Wellington, in accordance with these specifications.

Particulars are as follows:—

Public Works Department.—Three 50 kv. oil-immersed circuit breakers complete, to specification, and spares (tenders close January 28, 1930.) Structural steel, screens and ladder rungs, to specification (tenders close March 4, 1930.)

Post and Telegraph Department.—1,000 covers, plug, red, to specification. (Tenders close January 16, 1930.)

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING NOVEMBER 4

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 4, 1929. Those for the week ending October 28, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending Oct. 28, 1929	Week ending Nov. 4, 1929
Austria	Schilling	.1407	$ .1438	$ .1424
Belgium	Belga	.1390	.1411	.1423
Bulgaria	Lev	.0072	.0072	.0073
Czechoslovakia	Krone	.....	.0290	.0301
Denmark	Krone	.2680	.2702	.2727
Finland	Markka	.0252	.0254	.0256
France	Franc	.0392	.0397	.4009
Germany	Reichsmark	.2382	.2413	.2433
Britain	Pound	4.8666	4.9247	4.9634
Greece	Drachma	.0130	.0131	.0132
Holland	Guilder (Florin)	.4020	.4068	.4106
Hungary	Pengo	.1749	.1766	.1780
Italy	Lira	.0526	.0528	.5331
Jugo-Slavia	Dinar	.1930	.0177	.0179
Norway	Krone	.2680	.2702	.2716
Portugal	Escudo	1.0805	.0454	.0457
Roumania	Leu	.1930	.0060	.0061
Spain	Peseta	.1930	.1466	.1433
Sweden	Krona	.2680	.2711	.2733
Switzerland	Franc	.1930	.1955	.1972
United States	Dollar	1.0000	1.0096	1.0175
Argentine Rep.	Peso (Paper)	.4244	.4232	.4273
Brazil	Milreis	.5462	.1201	.1203
Chile	Peso	.1217	.1224	.1233
Colombia	Peso	.9733	.9763	.9844
Mexico	Peso	.4985	.4819	.4884
Peru	Libra	4.8666	4.0387	4.0700
Venezuela	Bolivar	.1930	.1943	.1958
Uruguay	Peso	1.0342	.9894	.9818
Cuba	Peso	1.0000	1.0003	1.0006
Batavia, Java	Guilder	.4020	.4051	.4095
China	Tael	.....	.5559	.5628
India	Rupee	.3650	.3672	.3701
Japan	Yen	.4985	.4821	.4909
Siam	Baht (Tical)	.4424	.4568	.4604
Singapore, Str. Settlements	$	.5678	.5729	.5786
Jamaica	Pound	4.8666	4.9222	4.9577
Barbados	$	1.0000	1.01 7/8—1.02 7/8	1.02 3/4 —1.03 3/4
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.01 3/4—1.03	1.02 41/64—1.03 29/32
Martinique	Franc	.0392	.0397	.0400
Guadeloupe	Franc	.0392	.0397	.0400

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

903. Groceries and Canned Goods.—Manufacturers' agent in Kingston, Jamaica, is open to represent Canadian manufacturer on groceries and canned goods.

904. Canned Salmon.—Genoese firm want to represent Canadian exporter of pink and chum salmon.

905. Peas.—A firm of importers at Liverpool invite offers on green and/or white peas from Canadian exporters. Samples required along with prices c.i.f. Liverpool per long ton, bags included.

906. Peas.—A firm of pea importers in the North of England are open to consider offers on Canadian white or green peas, as buyers.

907. Lard.—An importer at Newcastle-upon-Tyne is interested in getting in direct touch with Canadian packers.

908. Flour.—Firm in Genoa desire to represent Canadian flour producer.

909. Oats; Bran.—A commission agent in Havana desires to represent Canadian exporters of oats and bran.

Miscellaneous

910. Men's Hosiery.—A New Zealand firm of manufacturers' representatives desire to represent a Canadian manufacturer of men's hosiery who is in a position to cater to the New Zealand market.

911. Dress Goods.—A New Zealand firm of manufacturers' representatives desire to receive samples and prices of silk piece goods and dress goods from Canadian manufacturers, with a view to representation in New Zealand.

912. Furnishings, Carpets, etc.—A New Zealand firm of manufacturers' representatives desire to get in touch with Canadian manufacturers of linoleums, felt base rugs, carpets, etc., who are in a position to cater to the New Zealand market.

913. Representation in New Zealand.—An Auckland firm desire to represent Canadian exporters of the following lines: apparel, drapery and soft goods, textiles, gloves, leather goods, electric batteries, and motor accessories.

914. Stationery.—Manufacturers' agent in Kingston, Jamaica, is open to represent Canadian manufacturer of stationery.

915. Wood Pulp.—A North of England firm, with a connection among newsprint manufacturers, are desirous of getting in touch with Canadian sources of supply of ground wood pulp, either as buyers or agents.

916. Barbed Wire, Wire Nails and Staples.—Manufacturers' agent in Kingston, Jamaica, is open to represent Canadian manufacturer of the above.

917. Propellers.—A firm of manufacturers' representatives who are prepared to carry stocks desire to receive full details and prices from exporters of propellers for pleasure launches and row boats using engines of from 3 to 200 horse-power.

918. Machinery.—Birmingham firm representing Continental and American manufacturers of all classes of machinery desire to hear from Canadian firms who are considering export trade in all classes of general heavy machinery in the United Kingdom. This with a view to representation. Particularly interested in all automatic and labour-saving machines.

919. Sulphate of Ammonia.—A Hongkong firm of agents and direct importers ask to be supplied with samples and c.i.f. prices of sulphate of ammonia.

920. Copper Ingots.—A Hongkong firm of agents and direct importers ask to be supplied with specifications and c.i.f. prices of copper ingots.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To Avonmouth.—Salacia, Anchor-Donaldson, Nov. 16.

To Belfast and Dublin.—Carrigan Head, Nov. 20; Lord Downshire, Nov. 25—both Head Line.

To Cardiff.—Vakarian, White Star Line, Nov. 27.

To Dundee.—Cairnross, Thomson Line, Nov. 15.

To Glasgow.—Minnedosa, Canadian Pacific, Nov. 26; Athenia, Nov. 15; Carmia, Nov. 23—both Anchor-Donaldson; Laval County, Nov. 12; Kings County, Nov. 22—both County Line; Koeln, North German Lloyd, Nov. 16.

To Hull.—Valemore, Furness Line, Nov. 19.

To Liverpool.—Duchess of Richmond, Nov. 15; Duchess of York, Nov. 22—both Canadian Pacific; Regina, Nov. 16; Laurentic, Nov. 23; Megantic, Nov. 28—all White Star Line; Andania, Cunard Line, Nov. 22.

To London.—Beaverhill, Nov. 15; Beaverburn, Nov. 22; Beaverbrae, Nov. 26—all Canadian Pacific; Ausonia, Nov. 15; Ascania, Nov. 22—both Cunard Line; Valemore, Furness Line, Nov. 19.

To Manchester.—Manchester Producer, Nov. 14; Manchester Commerce, Nov. 21; Manchester Regiment, Nov. 26—all Manchester Line.

To Newcastle and Leith.—Cairnross, Nov. 15; Cairnesk, Nov. 22—both Thomson Line.

To Southampton.—Montcalm, Canadian Pacific, Nov. 14; Calgaric, White Star Line, Nov. 14.

To Swansea.—Salacia, Anchor-Donaldson, Nov. 16.

To Antwerp.—Beaverburn, Canadian Pacific, Nov. 22; Vakarian, White Star Line, Nov. 27; Labelle County, Nov. 18; Grey County, Nov. 26—both County Line.

To Bordeaux and Havre.—Kent County, County Line, Nov. 16.

To Bremen.—Koeln, North German Lloyd, Nov. 16.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, Nov. 10.

To Hamburg.—Montcalm, Nov. 14; Beaverhill, Nov. 15; Beaverbrae, Nov. 26—both Canadian Pacific; Emden, County Line, Nov. 29; Koeln, North German Lloyd, Nov. 16.

To Rotterdam.—York County, Nov. 14; Hada County, Nov. 29—both County Line.

To South African Ports.—Calumet, Elder Dempster Line, Nov. 21.

To South France and Italian Ports.—Concordia, Lloyd Mediterraneo Italian Service, Nov. 20.

To South American Ports.—Canadian Pioneer, Canadian National, Nov. 20.

To Australian Ports.—Canadian Victor, Nov. 15; Canadian Constructor, Nov. 23—both Canadian National.

To New Zealand Ports.—Canadian Highlander, Canadian National, Nov. 24.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Colborne, Nov. 16; Cornwallis, Nov. 24—both Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cavelier, Nov. 16 (Kingston only); Lady Somers, Nov. 23—both Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Spica, Ocean Dominion, Nov. 22.

To Cornerbrook.—New Northland, Clarke SS., Nov. 13.

To St. John's, Nfld.—Rosiland, Furness-Red Cross Line, Nov. 15, Nov. 29; Cabot Tower, Newfoundland-Canada Traders, Nov. 30.

To St. Pierre-Miquelon.—Veslar, Nov. 19; Cabot Tower, Nov. 8, Nov. 30—both Newfoundland-Canada Traders.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Canadian National, Nov. 21.

From North Sydney

To Port aux Basques, Nfld.—Caribou, Newfoundland Railway, every Tuesday, Thursday, and Saturday.

From Halifax

To Gothenburg.—Kungsholm, Furness, Withy, Nov. 11.

To Liverpool.—Nova Scotia, Nov. 16; Manchester Merchant, Nov. 23; Manchester Civilian, Nov. 27; Newfoundland, Dec. 2—all Furness, Withy; Cedric, White Star Line, Dec. 9; Caledonian, Leyland Line, Nov. 27.

To Cardiff, Swansea and Avonmouth.—Dakarian, Leyland Line, Dec. 2.

To London and Hull.—London Merchant, Nov. 18; Valemore, Nov. 25; London Corporation, Dec. 2—all Furness, Withy; Maryland, Nov. 13; Naperian, Dec. 2—both Leyland Line (calls only at London).

To Manchester.—Manchester Brigade, Nov. 11; Manchester Producer, Nov. 18; Manchester Commerce, Nov. 25; Manchester Regiment, Nov. 29—all Furness, Withy; Caledonian, Leyland Line, Nov. 27.

To St. John's, Nfld.—Nova Scotia, Nov. 16; Silvia, Nov. 19, Dec. 3; Nerissa, Nov. 26—all Furness, Withy; Farnorth, Farquhar SS., Nov. 22; Kyvig,, Nov. 18; Sollund, Nov. 21—both Newfoundland-Canada Traders.

To St. Pierre-Miquelon.—Farnorth, Nov. 22; Sambro, Nov. 12, Nov. 26; Fernfield, Nov. 16, Nov. 30—all Farquhar SS.; Kyvig, Nov. 18; Sollund, Nov. 21—both Newfoundland-Canada Traders.

To Kingston (Jamaica).—Cavelier, Canadian National, Nov. 19.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Colborne, Nov. 21; Cornwallis, Nov. 28—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Nov. 15; Lady Hawkins, Nov. 29—both Canadian National; Agnete Maersk, Nov. 14; Spica, Nov. 28—both Ocean Dominion.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar, Nov. 13; Caledonia, Nov. 27—both Pickford & Black.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Asia, Nov. 23; Empress of Canada, Dec. 7—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Talthybius, Blue Funnel, Nov. 19.

To Yokohama, Osaka and Dairen.—Paris Maru, Osaka Shosen Kaisha, Nov. 19.

To Auckland, Wellington and Dunedin.—Golden Cross, Oceanic and Oriental Navigation Co., Nov. 11.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, Nov. 13.

To Brisbane, Melbourne and Sydney.—Tyr, Canadian-Australasian Line, Nov. 10.

To Sydney.—Orient City, Australian-B.C. Shipping Co., Dec. 15.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, Transatlantic SS., middle November.

To Manchester.—Buchaness, Reardon Smith Line, Nov. 16; Pacific Reliance, Furness Pacific Line, Nov. 17.

To Melbourne and Sydney.—Indien, Canadian-Australasian Line, Dec. 5.

To Liverpool, Southampton, London and Rotterdam.—Nebraska, Nov. 19; Delftdyk, Dec. 3—both North Pacific Coast Line.

To Glasgow, Liverpool and London.—Moliere, North Pacific Coast Line, Nov. 11.

To London, Rotterdam and Hamburg.—Marconi, North Pacific Coast Line, Nov. 27.

To Hamburg, Bremen, Rotterdam and Antwerp.—Grootendyk, North Pacific Coast Line, Nov. 17.

To Havre, Dunkirk, Antwerp and Bordeaux.—Arizona, Nov. 22; Georgie, Dec. 5—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Feltre, Navigazione Libera Triestina, Nov. 13.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Brimanger, Westfal-Larsen, Dec. 9.

To Cape Town, East London, Durban, Lourenco Marques.—Crown City, B.C. Shipping Agencies, Nov. 30.

To Colombia.—Point San Pablo, Gulf Pacific Line, Nov. 16 (also calls at Curacao and Kingston).

To West Indian Ports.—Dalworth, Canadian Transport Co., Nov. 12.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929) (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*

Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. (Territory includes Bolivia and Ecuador.)

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P **Deputy Minister: F. C. T. O'Hara**
Director, Commercial Intelligence Service : C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each): $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

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ECONOMIC AND COMMERCIAL CONDITIONS IN TURKEY*

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

II

Turkey's Commerce

TRADE CENTRES

Athens, October 24, 1929.—Constantinople is the principal centre for imports into Turkey. It is estimated that 75 per cent of the goods destined for use by the Turkish nation comes through this port. But to grasp the real significance of the port, certain considerations must be made regarding pre- and post-war conditions. The ex-capital of the Sultans, situated on the line of communications between the Mediterranean and the Black Sea, having as hinterland on the one hand Turkey in Europe and on the other Anatolia, its geographical position makes it the principal port of transit for Bulgaria, Roumania, South Russia and the Caucasus territory. However, before the Great War its transit and entrepôt trade remained much less than it should have been, notwithstanding the fact that it extended to Anatolia, Thrace, Macedonia, Syria, Arabia,

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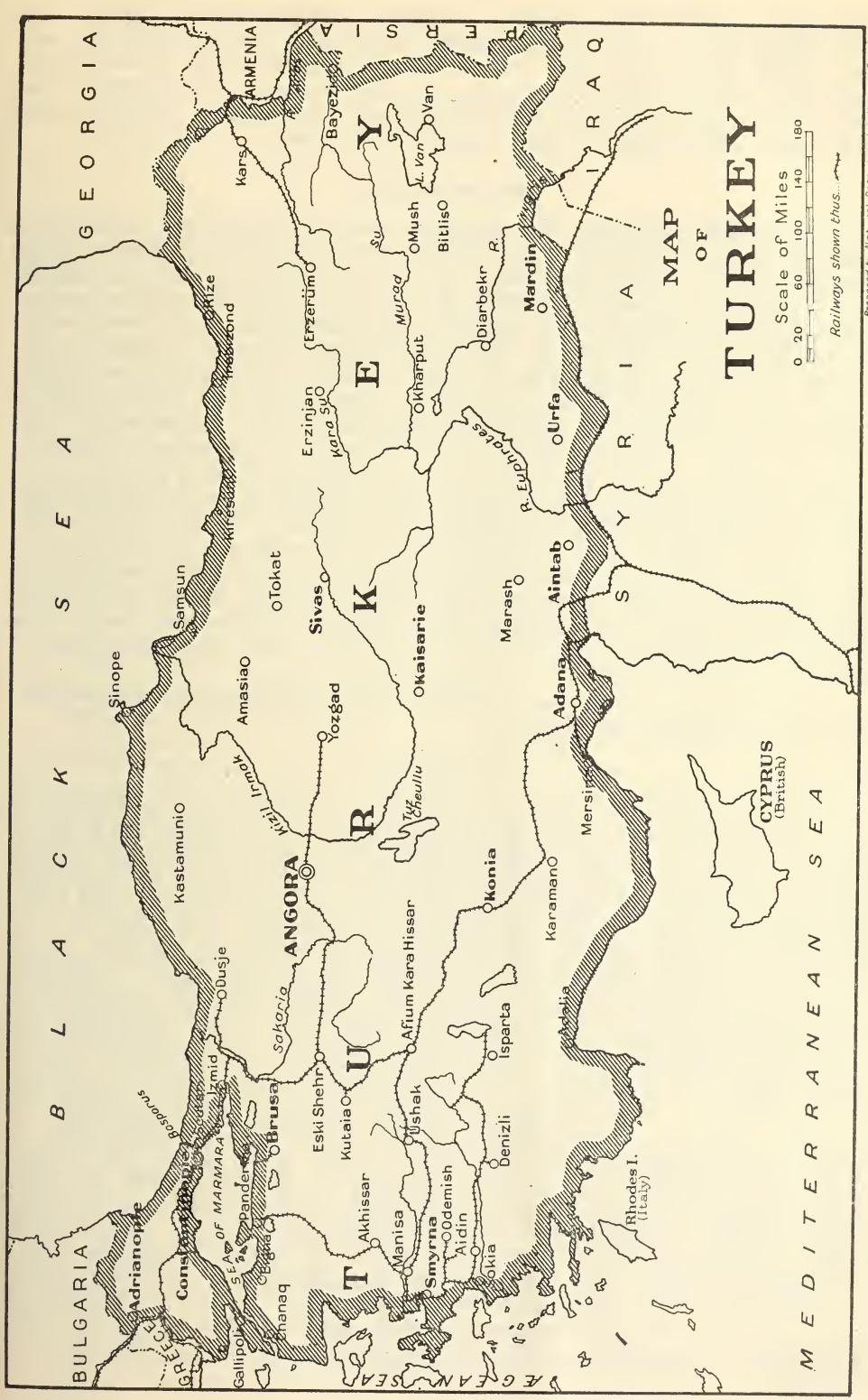
* The first of this series of reports was published in No. 1342 (October 19, 1929).

Mesopotamia, and Persia. The loss of important provinces as a result of the war brought for the port great practical disadvantages. From that period, excellent markets—Thrace, Macedonia, Syria, Palestine, Irak, and Arabia—ceased to deal through Constantinople, as their merchandise was burdened with too heavy duties on entry. The Turks conserved as a field of commercial activity only Anatolia and a much reduced portion of Thrace. In 1918, however, an occasion offered itself to give new life to the port. Hostilities having ceased, all markets were clamorous for commodities. The countries bordering the Black Sea, notably Russia and Roumania, could not work direct with Eastern Europe and with Germany. They had therefore to buy at a neighbouring centre capable of satisfying their demands. At that time the transit and entrepôt trade of Constantinople took on real importance, but the port has never been provided with the necessary equipment for transactions of this nature on a large scale. Before this period, in fact, complaint had been general regarding the insufficiency of customs depots and warehouses for the accommodation of goods in transit. At the conclusion of the war the Customs authorities permitted the opening of numerous private warehouses which, under their direction, served to store merchandise for re-exportation to other countries. A time came (in 1921) when these private depots were utilized for the needs of the customs themselves. A revival of the trade of Constantinople could have been hoped for if at that time the general world economic crisis had not set in. Russian and Roumanian buying almost ceased and transit trade diminished considerably. Before the danger that faced the authorities of losing all transit trade, it was recognized that measures would have to be taken for maintaining by all possible means the business that had been regained after the war. It was proposed to install special depots for goods in transit and to improve the port equipment. But action was not taken promptly enough. Further the customs authorities suppressed the private depots, arguing that they rendered control too difficult. The result of this measure was that the customs warehouses being already too exiguous for the local trade, it became impossible to store goods in transit. Moreover, the expense of storage became higher and higher, whilst the cost of disembarkation and transport was very great. Discouraged by these conditions, buyers from the Black Sea basin resolved to seek supplies in other markets. Faced with these facts, the Turkish authorities created a commission which, charged with an investigation to remedy the evil, entered into fruitless debates and offered no practical solutions. The port of Constantinople has not as yet the necessary equipment to envisage its becoming in the near future the port of transit it has been, and should have remained, considering its geographical position. The transit trade which Constantinople has lost, neighbouring ports are monopolizing to their advantage.

It is reported that the Government is seriously considering the question of the reorganization and improvement of the port. In this connection, however, it may prove of interest to quote from an article which appeared in January last in *Le Milliet,* one of the leading Constantinople dailies published in French:—

> When reorganization is mentioned, it is generally laid at the door of the Port Company which legally, however, only attends to business afloat and is not concerned with the organization and services established ashore. It is to be noted that the working, as well as the general organization of the port ashore, leaves much room for improvement, and one can state that for thirty years no change or improvement has been undertaken. The modernization and equipment of the port has been completely neglected. . . .

The future of Constantinople as a centre for transit and entrepôt trade seems in reality to be conditional on its reorganization. As conditions are, the amount of transit and entrepôt trade is now practically negligible. The present standing of the port rests in the fact that it is the principal market for importation into Turkey. It therefore remains that Constantinople is the commercial centre of the Turkish Republic, and that the efforts of foreign firms


BULGARIA
GREECE
GEORGIA
ARMENIA
B L A C K S E A
MEDITERRANEAN SEA
AEGEAN SEA
SEA OF MARMARA
Adrianople
Constantinople
Gallipoli
Dardanelles
Bosporus
Izmid
Brusa
Panderma
Ismanaq
Eski Shehr
Kutaia
Akhissar
Manisa
Smyrna
Ushak
Odemish
Aidin
Sokia
Denizli
Afium Kara Hissar
Sakaria
ANGORA
Kastamuni
Sinope
Amasia
Yozgad
Kizil Irmak
Samsun
Kirasun
Trabzond
Rize
Kars
Tokat
Sivas
Erzinjan
Kara Su
Erzerum
Bayazid
Van
L. Van
Mush
Su
Bitlis
Murad
Diarbekr
Kharput
Mardin
Urfa
Aintab
Marash
Adana
Mersina
Karaman
Konia
Tuz Gheulu
Kaisarie
Rhodes I. (Italy)
CYPRUS (British)
R. Euphrates
SYRIA
IRAQ
TURKEY
MAP OF
Scale of Miles
0 20 60 100 140 180
Railways shown thus...
Prepared by Natural Resources Intelligence Service Department of the Interior, Canada

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desiring to trade with this country must above all concentrate on this city. In fact, a good number of Constantinopolitan firms extend their activities not only to the city, but also to the centres of Anatolia, where they have agents or branches. The efforts of foreign dealers may also be extended to Smyrna, where about 15 per cent of Turkish importations enter the country; it is estimated that the imports through this port cannot but increase.

PORT OF SMYRNA

The seaport of Smyrna, the principal town of the province of the same name, is, from a commercial point of view, the second of importance of the Turkish Republic. The population of the town of Smyrna is placed at 188,491, and that of the province at 532,000. The port of Smyrna, owing to the natural advantages of its situation, is to a great extent the shipping centre for the whole of the hinterland. Two railway lines which tap the interior have their termini at Smyrna. These railways pass through extremely rich districts growing figs, raisins, cotton, barley, opium, and licorice. The province of Smyrna and its hinterland are doubtless the richest in agricultural products and minerals of the whole of Turkey. Not only is the soil very fertile and the means of transport more developed, but the varied nature of the natural products is a guarantee against any agricultural crisis resulting from a failure of crop, such as occurs when one single article is the staple product of a country. While, in the absence of up-to-date statistics, it is impossible to give detailed figures of the import and export trade of Smyrna, it can be said that this seaport is gradually increasing in importance. Foreign firms wishing to enter the Turkish market should make arrangements not only with firms in Constantinople, but also with firms in this city, as work done by sub-agents who secure only a very small commission is not always satisfactory.

Other ports such as Trebizond, Sinope, Adalia, Mersina, etc., are practically only shipping centres for exports.

TRADE ROUTES

Owing to the fact that there is no regular steamship service between Canadian and Turkish ports, Canadian goods exported to the republic are generally being shipped via New York or some other eastern seaport in the United States. Regular services to Constantinople are maintained from ports in the United States, France, Great Britain, Egypt, Roumania, Italy, and Russia. The Fabre and American Export Lines have monthly sailings from New York to Constantinople. Sailings from Marseilles are frequent. The service is in the hands of the N. Pâquet, Messageries Maritimes, Servizii Marittimi, Compagnie Nationale de Grèce, and Fraissinet lines. The regular lines from Alexandria are Messageries Maritimes and the Khedivial Mail Line. From Constanza, the Compagnie Roumaine, Fabre Line, Lloyd Triestino and Servizii Marittimi afford regular communication. The Savtorgflott, Lloyd Triestino, Servizii Marittimi and N. Pâquet are the various lines maintaining a regular service from Odessa to Constantinople. Several steamship companies, such as Cunard, Lloyd Triestino, and Moss, have vessels going to and fro between British and Turkish ports. There are also several steamers sailing at regular intervals from various Italian ports. Numerous Greek steamers have regular sailings between Constantinople and the Black Sea and Eastern Mediterranean ports. A good number of the above lines extend their services also to the Levant and Black Sea ports. The coastal services are maintained by Turkish vessels.

According to the port statistics of Constantinople, the number of vessels of French, British, United States, Greek, Italian, Egyptian, Roumanian, and Russian registry which called at Constantinople in 1925, 1926, and 1927 stood as follows:—

	1925	1926	1927
French	311	398	348
British	1,170	1,134	1,065
Italian	872	1,246	1,209
Greek	992	1,980	1,586
American	52	53	92
Russian	129	154	169
Roumanian	417	400	316
Egyptian	67	83	84

TRADE METHODS

Competition is very keen in Constantinople, with the result that when quoting for this market foreign concerns should give the lowest prices they can offer. Price is the primary factor; quality is of secondary importance. No f.o.b. quotations should be offered, as only prices c.i.f. Constantinople or Smyrna, as the case may be, are acceptable. Regarding samples, representative units, when convenient, should be sent along with c.i.f. quotations, terms and discounts. Otherwise, there is every probability that the firm will not go to the trouble of replying. As in every commercial centre where competition is keen, a concrete proposition must be made if the dealer from abroad wants to secure the interest of buyers or prospective representatives in Turkey.

In dealing with this market, except for old-established, well-known and thoroughly reliable and established firms, every caution must be exercised. Moreover, as has been stated in the first section of this report, Turkey is passing through a period of crisis, the commercial situation is none too healthy, and bankruptcies, due mainly to over-trading on extended credits, are gradually increasing in number. In anticipation of the increase in import duties under the new Turkish tariff, which came into force on October 1, the market has become overstocked in many lines, so much so that the situation is somewhat confused. For reasons stated, exporters should take every precaution before concluding business arrangements of any kind in Turkey.

Terms of payment in the Turkish market extend from letters of credit, cash against documents after the arrival of the goods, down to credit of from four to six months and over in some lines. The problem of extending credits to importers in this market becomes more and more important. No fixed rule can be laid down in this connection, as in the matter of granting of credit the nature and intensity of the competition and the status of the firm to which credit is extended must be taken into consideration. Exporters should not take undue risks, but at the same time a policy of refusing systematically to grant credit should not be followed, even granting the severe competition prevailing in this market. In considering this question of credit, manufacturers and exporters should first satisfy themselves as to the reliability of the local agent chosen to represent their interests; the services of a good agent thoroughly conversant with local market conditions and firms are invaluable. Generally speaking, Italy, Germany, and Czechoslovakia have in the past extended great facilities, and for the past two years the same disposition has been noted on the part of French, Belgian, and British exporters. On the other hand, United States and Japanese firms have refused to adopt this policy.

With regard to provisions, British traders usually accept payment on the terms of cash against order; those of the United States and Japan demand cash with order, before the goods are shipped. For hardware, which comes principally from Germany, three to four months' credit is usually granted, whilst German iron and steel exporters give credit up to sixty days. In the case of leather, credit is generally restricted to about a month. In the woollen and worsted trades, and in cottons, British firms now extend credits up to a maximum of three months.

CONSIGNMENT SHIPMENTS

The question of credit gives rise to the co-related question of the shipping of goods on consignment. Merchandise takes, it is presumed, on an average

six or seven weeks to reach Constantinople from Canada, and with the addition of another week to cover the period taken in discharging and clearance through customs, it will be appreciated that agents possessing stocks ready for immediate delivery are in a strong position, especially in the case of the buyer from Anatolia who comes to Constantinople to make cash purchases. The policy of despatching goods on consignment is not without its risks, but in the hands of a reliable and well-established agent the system has much to commend it.

Business is generally done through export and import houses, who as a rule conduct special departments for commission business, or through commission agents proper, both foreign and native.

Information regarding the financial status, integrity, and activity of firms in Turkey may always be obtained on application at the Canadian Trade Commissioner's office in Athens.

TWO CLASSES OF FIRMS

There are two classes of firms in Constantinople engaged in the import trade, namely foreign and native. Many of the foreign firms, representative of a number of European nationalities, have been established in this centre for many years, and are thoroughly conversant with the needs of this market. Most of these firms have branches or agents throughout the country, and along with import trade they as a rule conduct an export business. British concerns are prominent amongst these. Since the Armistice important American trading companies have been established in Constantinople, and their influence is felt in the various commercial centres of Turkey. Besides the firms referred to above, there are numerous native concerns, whose affairs are conducted by Armenians, Greeks, Jews, and Turks. For political reasons, the number of the former has been diminishing considerably in the past few years, whereas Turkish concerns have been increasing quite rapidly. Jews, Armenians, and Greeks are energetic traders, and Canadian firms before establishing an agency in Turkey should consider seriously the possibility of dealing with them, at least with those who are well known and reliable, as the old-established foreign houses have as a rule their connections already established. In any event, in the case of the native firms no arrangement should under any circumstances be concluded before satisfactory references are obtained. Generally speaking, and unlike those of some other nationalities, the Turkish traders are not men of long experience, but they are endeavouring to follow in the steps of the foreign business men who surround them, and they should in time exercise on the Turkish market an influence with which foreign sellers will have to count.

GERMAN MARKET FOR APATITE

L. D. Wilgress, Canadian Trade Commissioner

Hamburg, October 30, 1929.—Before the war Canadian apatite was regularly imported into Germany, where it was used in the manufacture of phosphate fertilizers. Large quantities were required for this purpose. The best known qualities were the Estremadura apatite from Spain and Sombrerit and Navassit from the Islands of Sombrero and Navassa in the West Indies. The Canadian apatite is said to be a waste product of the mica industry, and to have a red and also a green appearance. Apatite is a crude phosphate, usually containing 70 to 75 per cent tribasic phosphate of lime. Since the war only small quantities of apatite have been imported into Germany owing to the competition of other forms of phosphates. A new process has now been evolved for the treatment of apatite in the manufacture of phosphate fertilizers, so that inquiries are now being made as to the possibility of again securing supplies of the Canadian product. Firms in Canada in a position to export apatite should forward analysis and price, c.i.f. Hamburg, to the Canadian Government Trade Commissioner, Neuerwall 10, Hamburg, Germany, who will be able to place them in touch with German buyers.

TRADE CONDITIONS IN THE MIDDLE EAST

Geo. R. Heasman, Acting Trade Commissioner

Dutch East Indies

Batavia, September 30, 1929.—Trade conditions in the Dutch East Indies during the first six months of 1929 have been encouraging notwithstanding the great decline in wholesale export prices since January 1, 1928. So far the loss in prices has been offset by increased production, which has increased the amount of money available for distribution among the population in the form of wages.

The process of adaptation of the Dutch East Indies to the lower price level has not yet ceased, and the lower production cost as the result of increased production will prove a factor of decisive importance in the competitive struggle of the next year.

The indices of total trade show that since January 1, 1929, the total trade returns of Java declined 11 per cent, while those of Sumatra and the Outer Islands increased 6·5 per cent and 18 per cent respectively.

The import trade is good. In comparison with the same period last year, the values of imports rose 11·4 per cent, and those quantities 18·4 per cent. The actual figures are 487,076,006 florins for the first six months of 1928 compared with 542,299,000 florins for the same period of 1929.

The average wholesale prices of imports remained on the same level as last year. They are as follows, using 1913 as 100.

	Average 1927	Average 1928	June 1929
Textiles	174	172	172
Foodstuffs	148	149	148
Metals	149	141	142
Chemicals	149	144	145
Miscellaneous	173	162	162
Wholesale price of 72 import articles	160	155	156

Export trade for the first six months compared with the same period last year shows a decline in average prices per ton of exported commodities of 18 per cent, while total values declined 8·1 per cent, or from 742,272,000 florins to 682,155,000 florins. Quantities, however, increased 12·5 per cent.

EXPORT COMMODITIES

Rubber.—Market has a declining tendency due to large shipments, increased stocks and stringent monetary situation in the world. Consumption is steadily increasing, and the consensus of opinion points to the probability of the margin between production and consumption during the current year being very small.

Sugar.—The report of the League of Nations' economic committee on the world sugar situation states that after the war consumption increased by 4½ per cent, but production increased still more, especially that of cane sugar. The report expresses the opinion that present over-production difficulties can be solved by the industry itself or by the Governments concerned. The Committee will continue to watch developments and see whether concerted international action would facilitate solution of the problem. It recommends the reduction of the excise duty on sugar. The market at present is steady.

Coffee.—The market remains quiet and prices are further declining from early in the year, notwithstanding the efforts of the Sao Paulo Coffee Defence Institute, due to the large world supply.

Tea.—The market shows a declining tendency due to large world supply.

Tin.—There seems to be no apparent reason for the break in the price of this metal except the effect of the slump in Wall Street and the uncertainty

which prevails over the general monetary position. The feeling in the tin market has certainly been more optimistic. A fair recovery has been seen in prices, chiefly due to the formation of the British-American Tin Corporation. Consumption is increasing, and with the approach of the autumn buying season a definite movement in the price of this metal is anticipated, more especially if the market receives the support of the above named association.

Some idea of the fall in the value of export produce from this area may be gathered from the following price indices with 1913 as 100:

Price Indices	Dec. 1927	Dec. 1928	June 1929
Tin	144	114	102
Rubber	64	38	36
Sugar	138	116	108
Coffee	135	144	152
Pepper	243	264	323
Tea	186	162	146
Wholesale price of 20 export articles	127	124	123

Notwithstanding the above, the Dutch East Indies are financially and economically in a vigorous and prosperous state and the immediate future can be regarded with confidence. The second half of 1929 will show higher trade returns due to heavier seasonal shipments, and the present year will no doubt equal 1928 which was considered a good one.

Malaya

Trade conditions show a further improvement. In comparison with the same period last year, cumulative July figures show that the values of exports increased 13·3 per cent, while imports for the first time since January increased 0·5 per cent.

The Straits Settlements revenue for the first five months shows a surplus of S$10.76 million compared with the budget forecasts, and S$8.18 million compared with the figures for the same period in 1928.

The expenditure for the same period shows a decrease of S$3.11 million as against the budget forecasts, and S$0.75 million as against those of the first five months in 1928.

IMPORT AND EXPORT TRADE

The total value of foreign merchandise, imported into and exported from British Malaya, in thousands of Straits dollars up to the end of July was as follows:

	1928	1929	Inc. or Dec.
Import—			
July	65,127	74,641	+ 9,514
Cum. Jan.-July	516,836	519,227	+ 2,391
Export—			
July	67,871	78,512	+10,641
Cum. Jan.-July	477,525	541,035	+63,510
Total Trade—			
July	132,998	153,153	+20,155
Cum. Jan.-July	994,361	1,060,262	+65,901

EXPORT COMMODITIES

Concerning rubber and tin, the most important commodities of Malaya, reference should be made to the Dutch East Indies section of this report, as conditions are practically the same.

Siam

Trade returns for the Kingdom of Siam for the first quarter of the fiscal year (April, May, and June) show, in comparison with the same period last year, an increase in imports of 15·9 per cent and a decline in exports of 8·7 per cent.

Export returns will show a further decline in the near future due to the short rice crop. Latest reports state that heavy rains have damaged the paddy crops

in several districts. It is stated that the young growing plants have been drowned. Details as to the extent of the damage are not yet available. Such news of damage to the young plants is always a matter of considerable anxiety in a country that depends to the extent that Siam does on the rice output. It indicates how much Siam is dependent upon a single commodity for its economic wellbeing, and to what extent the successful production of that commodity depends upon the vagaries of climate. As long as rice dominates the list of Siam's exports, its economic weakness will remain.

Siam's financial position, however, is sound even if the economic position is weak. The treasury has been able to budget considerable surpluses for the last few years, which have been used for cancelling two debts.

IMPORT AND EXPORT TRADE

The total value of foreign merchandise in the Kingdom of Siam in thousands of ticals:—

	1928	1929	Inc. or Dec.
Import—			
June	17,874	17,799	— 75
Cum. April-June	47,536	55,064	+ 7,528
Export—			
June	21,234	16,715	— 4,519
Cum. April-June	64,728	59,104	— 5,624
Total Trade—			
June	39,108	34,514	— 4,594
Cum. April-June	112,264	114,168	+ 1,904

For comments on rubber and tin, reference should be made to the Dutch East Indies section of this report. The rice market is steady due to the smaller supply.

The Government has decided to electrify the Siamese railways for a considerable distance around Bangkok; likewise to supply light and power to towns within the electrified area. The cost is estimated at several million ticals, and it is expected that the work will be completed within five years.

The new railway schedule is now in effect, which provides a much faster service between Bangkok and Penang, in Malaya.

FOREIGN TRADE OF CHINA, 1928

L. M. Cosgrave, Canadian Trade Commissioner

GENERAL OBSERVATIONS

Shanghai, October 18, 1929.—China's resilience and her power to recover from economic and trading conditions which in most Western countries would spell financial disaster, have never been better exemplified than by the figures now available from the Chinese Maritime Customs, which record the highest figures for foreign trade ever reached by China as a whole. The total revenue of China and Manchuria amounted to 82 million taels, which at an average rate of 70 cents Canadian currency to the tael represents $57,400,000, while the value of the combined export and import trade exceeded 2,000 million taels, approximately 1,400 million dollars.

During the year under review, China enjoyed its first year of freedom from internecine wars and witnessed the beginning of stabilized government, which enabled goods to move into the interior and replenish exhausted stocks in parts of the country which had become denuded of practically all classes of imported products during the wars of 1926 and 1927, and the consequent stoppage and interruption of all means of transport. The increase in trade extended to practically all parts of China, with satisfactory increases in such ports as Canton, Hankow, Tsingtao, and Tientsin, all of which had suffered severely as the centres of heavy warfare during the preceding year.

To a certain extent, the figures which will be quoted in subsequent sections of this report are not altogether an accurate guide in view of the heavy importations during the last three months of the year under review, due to the increased tariff duties on practically all classes of imports, which became effective on February 1, 1929. This latter factor applied, however, more in the case of the large Treaty Ports of Shanghai, Tientsin, and Dairen, from which the smaller trading centres in the interior are supplied.

In general, however, imports as a whole show an increase in value of 18 per cent, and exports of 8 per cent. It should be remembered, too, in connection with these figures that in a number of provinces which a few years back were considered important trading centres in China, almost complete impoverishment has resulted from the continual disturbances of previous years and these are only now recovering to a position where they will become factors in trade as a whole. This particularly applies to the formerly wealthy provinces of Shantung, in North China; Honan; Shansi; and Fukien Province in the south.

Probably the most encouraging sign in the Customs review of conditions throughout China is the remarkable expansion of highways and roads, and the inauguration of new transport systems between the principal cities of the interior. When it is realized that the lack of communication from province to province and city to city has been one of the chief impediments to China's trade expansion and modernization, the constructive energy shown towards this phase of development is a most encouraging sign. In reorganization and re-equipment of the railways, the Government appear to be making every effort to rectify the revages of recent years.

With this gradual improvement in transportation, a marked increase in the growth of small industries throughout China is noticeable, necessitating the import of many new classes of machinery and building supplies. Again, the clearance of accumulated stocks from the main Treaty Ports has enabled the established industries to resume their activities, thus absorbing a large number of unemployed.

Efforts were made during the year to abolish the many internal taxes which exist throughout China and act as a brake to the expansion of trade, and though some success was achieved, there still remain many problems to be solved between the central Government and the provincial authorities.

CANADIAN PRESTIGE INCREASING

In so far as Canadian trade with China is concerned, steady progress in many commodities is noted, and a number of new products from the Dominion entered the China market for the first time. Canadian goods are now well established throughout China and their reputation for quality and competitive value is high. The year under review has been remarkably free of complaints on any ground. Canadian firms operating in the Orient appear to be studying the possibilities of the market with more intelligence than was the case some years ago. In addition, the steadily increasing number of Canadian factory representatives and executives who visit this territory is having a beneficial effect. Merchants before making large commitments like to discuss their local problems with a responsible representative. In practically every case in which a personal visit was made during 1928, satisfactory connections were made by Canadian firms.

DIRECTION OF CHINESE FOREIGN TRADE

The total value of Chinese trade rose from 1,930,000,000 Haikwan taels (Canadian $1,351,000,000) in 1927, to 2,185,000,000 ($1,529,500,000) in 1928, with imports showing an advance from 1,012,000,000 taels ($708,400,000) to 1,195,000,000 taels ($836,500,000), and exports from 918,000,000 taels ($642,600,000) to 991,000,000 taels ($693,700,000).

It is necessary, however, in studying these and subsequent figures to realize the importance of exchange fluctuations, not only in the Customs Haikwan tael but in the various local silver rates. For example, it is noted by the Chinese Maritime Customs that the value of the Haikwan tael improved some 6 per cent over 1927, thus bringing the actual advance in the value of imports to 22 per cent.

CONDITIONS AFFECTING CHINA'S IMPORTS

The increase in imports was mainly due to replenishment of exhausted stocks, and to anticipation of tariff increases, while export values would certainly have been higher had it not been for high prices and, in many cases, indifferent quality in the main export commodities. It is interesting to note, however, that whereas imports into China during the past few years have undergone considerable fluctuations, rising and falling in alternate years, China's exports have shown a steady and uninterrupted advance for the past five years despite the tremendous difficulties encountered in transport from the interior. It is clear therefore that, as the country returns to more normal conditions, a closer margin between exports and imports may be looked for.

CUSTOMS STATISTICS NOT ACCURATE GUIDE

In examining China's trade figures, it is again necessary to emphasize the difficulty of comparing the respective trade of foreign countries shipping to and from China, based as they are on the declarations of importers in the various ports of entry and the lack of any provincial tariffs to foreign countries—for example, only part of the cargoes passing through Hongkong belongs to Great Britain, though the British Empire is credited with the total. Again, imports from Japan are not necessarily Japanese, as in many cases they may be transhipments from Canada or the United States, and it is frequently the case that the ultimate destination is settled at the intermediate foreign port, which receives the credit in the Chinese Customs statistics. In general, however, the volume done by the chief foreign countries trading with China, based on their 1929 figures, may be said to be as follows:—

	Net Imports, 1928		Net Exports, 1928	
	1,000 Hk Tls.	$1,000	1,000 Hk. Tls.	$1,000
Hongkong	222,396	155,610	182,124	127,470
French Indo-China	10,487	7,280	7,228	5,040
Dutch Indies	48,777	34,090	11,865	8,260
British India	47,364	33,110	19,266	13,440
Great Britain	113,125	79,170	61,064	42,700
Norway	7,880	5,460	197	137
Germany	55,298	38,640	22,825	15,960
Netherlands	11,149	7,770	24,659	17,220
Belgium	16,740	11,690	3,693	2,520
France	21,394	14,910	72,041	50,400
Italy	16,039	11,200	15,085	10,500
Russia and Siberia	27,062	18,900	89,731	62,800
Japan (inc. Formosa)	315,960	221,130	228,602	160,020
Canada	16,352	11,410	1,388	971
United States, including Hawaii	204,575	143,150	127,205	89,040
Australia, New Zealand, etc.	2,735	1,890	739	517
Other countries	58,636	41,020	123,643	86,520

COMPARISON OF FOREIGN POWERS' TRADE WITH CHINA

The British Empire greatly improved its position in 1928, imports increasing by 19 per cent and exports by 4 per cent; the combined figures were 413 million taels ($289,100,000) in imports into, and 284 million taels ($198,800,000) in exports from China.

Japan, despite the boycott which existed for many months during 1928, showed an advance of 10 per cent in her figures. Imports rose from 288 million

taels ($201,600,000) in 1927 to 316 million taels ($221,200,000) in 1928, and exports from 208 million taels ($145,600,000) to 228 million taels ($159,600,000).

The demand for China produce in the United States slackened considerably during 1928, the export figures from China increasing only from 121 million taels ($84,700,000) to 127 million taels ($88,900,000), as compared with imports from the United States, which increased from 164 million taels ($114,800,000) to 204 million taels ($142,800,000).

Among other countries which greatly improved their position in China's trade, France, Germany, and Italy show substantial increases; the only countries showing an adverse balance as regards China exports are Russia, Korea, Turkey, Persia, Egypt, and the Netherlands.

SHIPMENT OF SAMPLES TO HONGKONG

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, October 8, 1929.—It is practically essential that Canadian exporters should furnish samples with all inquiries addressed to this office or to local importers. The general practice is that no orders will be made up until samples have been examined.

Numerous cases have occurred during the past few months where samples have been sent to this office, or where advice has been received that they have been sent, but where such parcels have not arrived. This has led to considerable delay in establishing contact between importers and exporters, and in some cases has regrettably resulted in local agents or buyers receiving the impression that Canadian firms were either lax in seeing to the despatch of samples or loath to take this action. It is strongly recommended that all parcels of samples be mailed or otherwise shipped to catch mail steamers, and that they be plainly marked "Samples of No Commercial Value," and that the address of this office be given as: Canadian Government Trade Commissioner, P.O. Box 80, Hongkong.

SHIPMENTS FROM EASTERN CANADA TO CHINA

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Shanghai, October 15, 1929.—In the course of investigations on behalf of Eastern Canadian manufacturers during the past two or three years, a number of promising contacts with China firms have failed to materialize due to the heavy cost of the long rail-haul to the Pacific Coast, plus ocean freight, which, despite definite reductions in all through rates, have prevented competition with European and United States sources of supply.

For the information of interested firms, the following list of steamship lines, operating from Atlantic ports to Shanghai, has been compiled and should be consulted before making c.i.f. quotations to this office or to China firms:—

Montreal and Halifax, via Panama to Vancouver, with transhipment to main China ports via Blue Funnel Line, Canadian Pacific Ocean Steamships, American-Oriental Line, and Osaka Shosen Kaisha.

New York to Shanghai

Kerr Steamship Co., Ltd., 44 Beaver street, New York City: from New York to Shanghai every three weeks at present; 1930, fortnightly service with seven new steamers, including refrigeration.

Dollar Line, 25 Broadway, New York City: New York to Shanghai fortnightly.

Blue Funnel Line (China Mutual Steam Navigation Co., Ltd.), 25 Broadway, New York City: monthly via Panama.

Barber Line, 17 Battery Place, New York City: fortnightly sailings via Panama.

Furness, Withy & Co., Ltd. (Prince Line), Furness House, Whitehall Street, New York City: fortnightly service via Panama.

Osaka Shosen Kaisha, Whitehall Building, New York City: monthly sailings via Panama.

Nippon Yusen Kaisha, 3-10 Bridge Street, New York City: fortnightly sailings via Panama.

Bank Line, 24 State Street, New York City: monthly sailings via Panama.

Roosevelt Steamship Co. Inc. (American Pioneer Line), 11 Broadway, New York City: to Shanghai via Panama.

Isthmian Lines (Norton, Lilly & Co., agents), 26 Beaver Street, New York City: monthly sailings via Panama.

The sailings from the Atlantic Coast via Panama to China occupy from 38 to 45 days.

Shipping departments of firms desiring direct shipments to Manchuria via Dairen may secure information from the Osaka Shosen Kaisha (Puget Sound Line), with monthly sailings from Vancouver and fortnightly sailings from Victoria.

DOUGLAS FIR FLOORING BLOCKS IN THE WEST OF ENGLAND

Douglas S. Cole, Canadian Trade Commissioner

Bristol, October 30, 1929.—Quantities of Douglas fir flooring blocks are used in the West of England for schools, public buildings, and offices. Inquiry has been made this week for this type of block, size 9 by 3 by 1⅛ inches, 100 per cent rift sawn, grooved for mastic, which entails a slight grooving on the sides of the block in order to give it a hold on the mastic. Quotations are requested in both carload and l.c.l. lots, c.i.f. United Kingdom port.

The difficulty in dealing with such inquiries is that the production of this class of flooring blocks is a distinct side line controlled by the mass production of door factories which are largely located in the United States and Scandinavia. Should the production of doors be developed to any great extent in Canada, the sale of flooring blocks as a by-product should prove quite lucrative.

The bulk of this trade in England goes to United States exporters. Despite several attempts to get this specification from British Columbia, it has so far been found impossible to manufacture from ordinary stock to compete with the prices quoted by United States producers. One importer states that if he could obtain this stock from British Columbia, at a competitive price, he could sell hundreds of thousands of them.

Despite the failure to compete with Douglas fir floor blocks, British Columbia is in a position to compete on random length flooring manufactured from Douglas fir, and a certain trade has been developed along that line.

EDGE GRAIN

One well-known representative of a Canadian firm has been successful in introducing into this country regular British Columbia manufacture of prepared flooring in edge grain. This flooring has been found most suitable, and in the case of one hospital where it was installed, the architect was surprised at the quality of the job which the builder was able to give him by using B.C. prepared flooring strips.

The bulk of the flooring trade, in so far as Canada is concerned, is in maple and birch flooring. This trade is progressing slowly but steadily in competition with American and English oak flooring.

WEST OF ENGLAND MARKET FOR CANADIAN SENEGA ROOT

Douglas S. Cole, Canadian Trade Commissioner

Bristol, October 30, 1929.—Manufacturing chemists located in the Bristol and Birmingham areas buy their senega root requisites in the months from July to September. The bulk of their purchases are made through London houses, who in turn purchase from New York export firms or from Canada. There is no reason why Canadian exporters handling medicinal roots should not deal direct with these provincial firms. Purchases for this year have been completed.

PRICES

There have been wide fluctuations in the prices paid for senega root in recent years, and, strange as it may appear, a money stringency will curtail both the volume and the prices of such chemicals and roots. This is the view put forward by one important firm in this territory, who state that after the great slumps in 1921 and 1922 that prices of senega root dropped from 8s. 6d. ($1.24) to 3s. (72 cents) per pound.

The natural law that high prices decrease demand works out correctly in the case of senega root. The extract of this root is used medicinally for bronchitis preparations: when the price becomes too high substitutes such as squills are made use of.

The following prices are those which have been paid by a prominent firm since 1914, and are the average of their annual purchases:—

	s.	d.		s.	d.
1914	2	4½	1922	4	0
1915	1	8	1923	2	11½
1916	2	6	1924	2	5
1917	4	3	1925	2	2½
1918	7	6	1926	3	0
1919	7	9	1927	5	3
1920	8	6	1928	5	3
1921	4	2	1929	3	11

Chain store druggists do not, as a rule, buy senega root, but purchase the extract from certain manufacturing chemists.

The above prices which have been given c.i.f. United Kingdom port are for standard quality root. Falls in price during the past year have been largely owing to the very favourable crop in 1929.

PACKING AND SHIPPING

These roots are generally baled in double burlap for export to England, the weight and tare being indicated on each bale. Exporters guarantee their weights to within 1 per cent and any shrinkage in transit over 1 per cent is made good by the shippers on receipt of proof that such shrinkage has taken place.

Payment is generally made by demand draft on net invoice weights with shipping documents attached to the draft.

Canadian firms interested in communicating direct with provincial manufacturing chemists should communicate with the Bristol Trade Commissioner's office.

LEICESTER AND NORTHAMPTON LAST BLOCK TRADE

Douglas S. Cole, Canadian Trade Commissioner

Bristol, October 31, 1929.—The last report on market conditions governing the last block trade in England appeared in *Commercial Intelligence Journal* No. 1252 (January 28, 1928). Conditions have materially altered since that time; the outstanding features are the decrease in prices of maple last blocks and the entire substitution of filler lasts made from fibre and cardboard.

PRICES

In December 1927 and January 1928 prices for average sizes 5's, 7's and 9's for kiln dry stock f.o.b. Canadian-United States seaboard were respectively $230, $250, and $275 per 1000. Owing to severe depression in the trade, there has been a considerable decrease: in September this office was informed that prices had dropped for corresponding sizes of 5's, 7's and 9's to $150, $165, and $175 per 1,000 f.o.b. New York. It has been impossible to receive absolute verification of these prices: they have been furnished by one firm of last manufacturers in the Midlands and confirmed by a competitor. Two other firms have been paying considerably above these prices, but as trade is done very often on special terms and discounts, it is impossible to give a true comparative set of prices.

Certain quantities of beach blocks are continuing to be imported from France and have had undoubtedly a great deal to do with the decrease in the prices of maple blocks.

Canadian exporters have not made the most of their opportunities in this trade, which could have been shared with comparative ease with exporters of the United States. The lack of proper kiln drying, incorrect splitting of blocks, and the offering of air-dried supplies, have had a great deal to do with their lack of success in the English market. Possibilities still exist for an aggressive Canadian firm with good financial backing to supply rigidly standardized blocks in the various sizes to this market.

FILLER LASTS

A considerable number of filler lasts at one time were made from basswood and fashioned in Leicester and Northampton. This trade has not only greatly fallen off but has almost disappeared owing to the substitution of cardboard and fibre fillers, which can be bought at 2s. 9d. per pair (66 cents). Basswood lasts when made up cost as much as 5s. ($1.21) or 6s. ($1.46) per pair. The use of this wood is criticized, as it does not give a good surface, rubs badly, and does not properly hold the paint. Prices for basswood blocks range between $100 to $125 per 1000, f.o.b. Canadian-United States seaboard.

The English shoe trade has been going through an exceptionally difficult period, and this has not been conducive to high prices for lasts or last blocks.

Canadian firms interested in the shipment of last blocks to England will be furnished with the names of all importers in this trade area, upon application, and investigations will be gladly made on their behalf.

CLYDE SHIPBUILDING

G. B. Johnson, Canadian Trade Commissioner

Glasgow, November 1, 1929.—Attention has been often drawn in these notes to the somewhat despondent tone that is periodically adopted by the Clyde shipbuilding industry when the monthly or quarterly returns of launchings of new ships are made public. Each return (in recent years) has shown a satisfactory number of new ships launched, in some cases constituting almost a record for

this great industry, but almost invariably—probably as a result of an excess of Scotch caution—alarm is expressed because of the lack of new orders to fill the empty berths.

At the end of September there were on the stocks and fitting out, 121 vessels of 579,000 tons, compared with 124 of 570,000 tons at the end of June; 117 of 579,000 tons at the end of March; and 95 of 560,000 tons at the New Year. The total was lower than the average of 1927 and 1928, but much higher than that of the years 1923 to 1926. Of the new vessels, 76 are steamers and 39 are motorships. From the fact that the figures of tonnage of ships under construction on the Clyde have remained fairly constant throughout the year, the conclusion may be reached that the industry is now more or less stabilized on the basis of 580,000 tons.

During October Clyde shipbuilders launched 20 vessels of 57,000 tons. The production during the ten months consisted of 180 vessels of 458,000 tons, which was a good average for the period.

Judged by the number of new contracts made public, in addition to the fact that numbers of contracts are not publicly announced, the record of tonnage launched and new orders secured for October must be considered satisfactory. The orders secured compensated very well for vessels completed and handed over to the owners.

The depressing forecasts of some months ago have thus once more been agreeably falsified, and it will be interesting to see whether the returns at the end of the year will bear out recent statements that the winter would probably see a heavy increase in unemployment amongst shipworkers through lack of orders.

AUTUMN CONDITIONS IN THE IRISH FREE STATE

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, October 24, 1929.—The first nine months of the year have passed with little change in the situation in the Irish Free State. The depressing prices for agricultural products are not conductive to a feeling of optimism in trading circles, and reports from practically all sources are that industry and commerce are not showing the usual upward autumn trend.

On October 21 the Shannon hydro-electric plant turned its power for the first time into the great network of transmission lines which has been constructed throughout Southern Ireland, and the national undertaking commenced some four years ago has now been brought practically to a satisfactory conclusion. The construction of the works at Ardnacrusha, near Limerick, is expected to be completed before the end of 1929, at which time electricity will be supplied to all parts of the country.

Greatly improved conditions in the agricultural districts should result from the very favourable crops harvested. All grain crops throughout the country were brought in in excellent condition. Wheat yields have been above the average, while that for oats proved to be the best obtained in recent years. In other crops similar satisfactory yields have been reported, including fruit, which, in most instances, has returned an unusually heavy yield.

CROPS

The large crops, however, have had a weakening effect on the market, so that, particularly in the case of oats, farmers are finding it difficult to conclude satisfactory sales. The low prices for practically all grain crops this year have resulted in a series of agitations with a view to stimulating the demand for home-grown cereals within the Free State. A recently organized association of

grain growers, in a deputation to the Government, have asked for a compulsory mixing of Irish grain with all imported maize for milling purposes to the extent of 15 per cent, while other organizations are putting forward their demands, these including a duty on wheat, an export bounty on exported grains, and a tariff on flour. The Government is appointing a commission to investigate the question of compulsory mixing.

MEAT INSPECTION ACT

The Agricultural Produce (Fresh Meat) Bill, which has received its first reading in the Dail, aims at improving the standard of this export product. It provides for the regulation and control of premises used for the slaughter of animals intended for export and the licensing of persons exporting fresh meat and offals. The bill will be enacted when the Dail sits again and should add considerably to the Free State's prestige in the meat trade with the United Kingdom.

The Irish cattle trade has not been active of late, the prices yielding being considered low.

EXTERNAL TRADE

Trade returns for the first eight months of the present year show a total of £68,591,000, imports being valued at £40,115,000, and exports and re-exports at £28,476,000. For the twelve months ending August 31 total imports were recorded at £60,021,000 as against £58,507,000 in 1928; and total exports at £46,290,000 as compared with £44,939,000 for the year ending August 31, 1928. The result is an increase of the " adverse " balance of some £163,000 to a total of £13,731,000. As previously, the principal trade, both import and export, was with the United Kingdom and Northern Ireland, these two countries accounting for practically 80 per cent of the total trade. Imports from Canada for the first eight months of 1929 declined considerably: £524,848 against £802,890 for the corresponding period last year, chiefly, it is believed, as a direct result of the wheat situation in Canada.

FINANCES

At the close of the first half of the Free State financial year (September 30) the returns issued show a total revenue amounting to £11,085,288, being an increase of £407,362 compared with a year ago, and an expenditure totalling £11,605,730, a decrease of £271,305 from 1928. As previously, the expenditure is greater than income but by £520,442 as against £1,197,109 a year ago. The only financing carried out recently was the raising of £500,000 by means of bills.

The Free State Parliament, the Dail Eireann, reassembled on October 23 after the usual summer recess, and a large number of bills of considerable importance are to be introduced.

Those of particular interest to trade include a fisheries bill, which will have the purpose of providing loans to fishermen; milk supply bill, to provide for the inspection and grading of all milk sold; a merchandise marks bill to provide for the marking of all imported commodities as to the country of origin; and a meat inspection measure, as mentioned previously. In addition to these, the Government is expected to institute a commission to examine the question of the derating of agricultural lands, etc., along lines similar to those recently adopted in Great Britain and Northern Ireland.

STREET CAR STRIKE

During five weeks in the months of August and September a tramway strike in Dublin crippled business and resulted in a loss of £45,000 in receipts to the tramways company and £30,000 in wages to the employees. The stop-

page which was one of the most severe and prolonged of any in this country recently, was caused by a demand for a reduction in wages by the company. While the strike is not yet settled, the men are working again and a commission set up by the Government has reported its findings.

NEW FACTORIES

Announcements have recently appeared regarding a new factory to be established at Athy, County Kildare, for the purpose of manufacturing tractor trailers, as well as certain tractor parts.

The Cork motor factory, operated by Ford, is now operating at practically full time, and is stated to be employing in the neighbourhood of 4,200 workers. Shipments are being made from the plant to practically all parts of the world: a recent shipment went forward to the United States.

A local distributor for a Canadian automobile has announced that he is shortly to establish an assembly plant in Dublin as the result of greatly increased sales during the past year.

IMPORT TRADE OF BARBADOS IN 1928

F. L. Casserly, Acting Canadian Trade Commissioner

The following is the concluding part of the summary of the import trade of Barbados, the first part of which was published in last issue:—

Milk, Condensed.—Total imports, 397,744 pounds valued at £8,947, of which the United Kingdom supplied 33,280 pounds (£748), Canada 224,854 pounds (£5,059), Holland 84,552 pounds (£1,902), Denmark 36,414 pounds (£819), and the United States 11,839 pounds (£266).

Musical Instruments.—(a) Pianos and Organs.—Total imports, £2,585: United Kingdom, £981; Canada, £85; United States, £820; Germany, £584.

(b) Other kinds, largely gramophones, totalled £3,490: United Kingdom, £1,123; United States, £1,841; Canada, £274; and Germany, £223.

Oilcloth and Linoleum.—Total imports, £1,099: United Kingdom, £690; United States, £401; and Canada, £8.

Oils, Edible.—Total imports, £21,481: United Kingdom, $20,012; Holland, £409. This material is extensively used for cooking purposes.

Oils, i.e. Kerosene.—Total imports, 413,534 gallons valued at £17,218: United States, 271,965 gallons (£11,319); Trinidad, 127,770 gallons (£5,324); Canada, 13,799 gallons (£575).

Oils, i.e. Gasolene.—Total imports, 791,349 gallons valued at £39,567: Trinidad, 688,143 gallons (£34,407); Canada, 100,106 gallons (£5,005); United States, 3,100 gallons (£155). In 1927 Canada supplied 45,884 gallons of gasolene valued at £2,294.

Oil, Lubricating.—Total imports, £7,247, of which the United States supplied about two-thirds and the United Kingdom most of the remainder.

Residue oil was imported to the total extent of 1,392 tons 3 cwt. valued at £4,176, entirely from Trinidad, largely for use of the local railway.

Other kinds of oil, unenumerated, totalled £5,557: United Kingdom nearly 80 per cent.

Paints.—Total imports, 418,319 pounds valued at £10,458, of which the United Kingdom supplied 286,479 pounds (£7,162), the United States 83,781 pounds (£2,095), and Canada 36,415 pounds (£910). English paints have the advantage of long-standing custom. Canada's share of this trade, although some 20,000 pounds less than in 1927, was about double the figure for 1925.

Polishes and Varnishes.—Total imports, 1,867 gallons valued at £934: Canada supplied almost one-half and the United Kingdom and the United States the remainder. Of turpentine, 1,934 gallons were imported valued at £497: Canada supplied about one-third and England and the United States the balance.

Paper.—Imports of writing and wrapping paper totalled £18,818 in value. Holland was the largest supplier (£7,684), chiefly of cheap straw paper for use in provision shops. The share of the United Kingdom was £4,077; that of the United States, £3,501; that of Canada, £1,505; and that of Germany, £1,594. The German paper was likewise of the cheap variety.

Of paper manufactures (unspecified), imports amounted to £6,834 in value, of which the United Kingdom supplied £5,084. Canada £308, the United States £561, Germany £425, and Holland £392. Newsprint was a large item under this head.

Parcels Post.—This item embraces a wide variety of articles, which, however, are not classified. Clothing, household requisites, jewellery, and novelties are regularly brought in by mail. Total importations were £70,177 in value, of which the United Kingdom is credited with £41,171, Canada £5,519, the United States £20,649, and Colon £2,224. Mail order houses in the United Kingdom enjoy the advantage of the cash-on-delivery system with Barbados, as with other parts of the Empire; Canada has not yet adopted this arrangement. The shipments from Colon were largely gifts sent by Barbadians resident there to their relatives at home.

Perfumery.—Total imports, £5,961: United States, £22,197; United Kingdom, £1,284; France, £1,202; Germany, £813; Canada, £188. Cheaper varieties were predominant.

Pickles, Sauces, and Condiments.—Total imports, £2,156, of which the United Kingdom supplied £1,718 and the United States £286. The English supplies consisted largely of a few brands known all over the world. Latterly, some Canadian sauces have been coming in.

Plate and Plated Ware.—A small but fairly constant trade, worth £1,846 in the year under review. The United Kingdom is credited with £1,415, the United States with £382, and Canada with £32.

Printing Ink, Presses, and Type.—The two daily and several other publications in Barbados necessitated imports of these printers' requisites to the total value of £4,066, of which the United States supplied £3,054, the United Kingdom £859, and Canada £18.

Provisions, unenumerated, totalled £3,068 in value, of which the United Kingdom shipped £1,505, the United States £1,334, and Canada £29.

Saddlery and Harness.—These are in fair demand, horses and mules being much used for transport. Total imports £1,629, of which the United Kingdom supplied £1,248 and Canada £339.

Salt.—Imports of coarse, rock and fine salt were 2,430 tons 6 cwt. valued at £4,861, of which the United Kingdom supplied nearly one-half. The Dutch and French West Indies, Holland, Spain, and Germany were also considerable suppliers.

Seeds.—Barbados is remarkable amongst the British West Indies in possessing a fairly considerable cottonseed oil, linseed oil, and oilcake manufacturing industry. The factory has to import much of its raw material, although it obtains some locally; excellent oil is produced. The residue of the seed, after crushing, is used for feeding stock. In 1928 total imports of cottonseed were 1,218 tons 6 cwt. valued at £10,963, Grenada, Colombia, and St. Kitts being the principal suppliers. Linseed was also imported from the Argentine to the extent of 62½ tons valued at £1,063.

Ships and Boats.—Total imports, £1,403: United Kingdom, £200; Canada, £416; United States, £787—entirely of small craft.

Silk and its Manufactures.—A fairly large trade; imports, £18,317 in value, of which the United Kingdom supplied £10,307, Japan £3,083, Canada £2,221, and the United States £1,087. Broadcloths, hosiery, ribbons, lingerie, and various articles of women's wear are the chief items. Silk voiles and georgettes are popular. Artificial silk goods are likewise considerable sellers.

Soap.—Total imports of laundry and soft soap were 1,616,543 pounds valued at £24,247, of which the United Kingdom supplied over 80 per cent and Holland and the United States nearly all the remainder. Of fancy, medicated, and perfumed soaps, total imports were £1,467 in value: United Kingdom, £765; Canada, £336; United States, £335.

Spirits.—Brandy, gin, and whisky were the principal items under this head; of the first, total imports were 828 gallons (£868) from France; of the second, 5,727 gallons (£2,864) from England and Holland; and of the third, 7,941 gallons (£7,941), almost entirely from Scotland. Hardly any Canadian rye whisky is used in Barbados. Of non-potable spirits, for use as perfumery (including eau-de-cologne and the like), total imports were £1,380 in value: France, Germany, and the United Kingdom were the chief suppliers.

Stationery (other than paper), including miscellaneous office requisites, totalled £5,931, of which the United Kingdom supplied 80 per cent and the United States most of the small remainder. Canada's share was £181.

Sugar, Refined.—Total imports, 1,255,436 pounds valued at £12,554, of which all but a few pounds' weight came from Canada. Imports in 1928 were about 225,000 pounds in excess of those in 1927.

Tea totalled 125,617 pounds (£12,562), of which Canada supplied 35,167 pounds (£3,517); the United Kingdom, 42,209 pounds (£4,221); Ceylon, 33,396 pounds (£3,339); and India, 14,668 pounds (£1,467). The Canadian tea was largely of a well-known brand.

Tobacco.—Leaf stemmed tobacco came from the United States in the total quantity of 3,179 pounds valued at £477. Imports of leaf unstemmed tobacco totalled 104,902 pounds (£7,868)—almost entirely from the United States. These two varieties were brought in for the use of the local cigarette manufacturing industry, which is controlled by a well-known trust. Imports of cigarettes were 13,556 pounds (£8,473); the United Kingdom and the United States divided this trade between them. Of cigars, total imports were 718½ pounds (£539)—almost entirely from Jamaica. Other kinds of tobacco (chiefly for use in pipes) totalled 22,954 pounds valued at £9,181; England and the United States were the only sources of supply, with the exception of 80 pounds (£32) from Canada.

Toys and games totalled £3,188: United Kingdom, £1,907; Germany, £882; Canada, £136.

Umbrellas and parasols totalled £1,461: United Kingdom, £1,299; Canada, £49; France, £43.

Vegetables.—Imports of canned, dried, and preserved vegetables—largely canned peas, tomatoes, corn, asparagus, and the like—totalled 33,061 pounds (£1,102), of which Canada supplied 21,304 pounds (£710), the United States 9,317 pounds (£310), and Belgium 1,200 pounds (£40).

Fresh vegetables, largely potatoes and onions, totalled £23,934 in value: Canada, £6,603; Holland, £6,070; Madeira, £5,864; United States, £1,374; United Kingdom, £1,314.

Canada's share of this trade almost tripled in 1928 as compared with 1927. Unfortunately during the present year Canada has lost ground to Holland in the potato business. The Dutch potatoes come in wooden crates of 55 pounds net weight, and were selling to the distributors, while the writer was in Barbados, at the very low figure of 86 cents per crate c.i.f., including the agent's commission of about 3 per cent. The crates, which measure 17½ inches by 14 by 12 inches, are made of light wood ½ inch thick. Each side has three or four slats, spaced about 1½ inch apart. The ends of the crate are firmly bound with steel tape. The crate is a very popular form of package, since it facilitates sales in small quantities. Local hucksters, who do much house-to-house retailing, prefer to buy a crate than so many pounds from a barrel; these poor people used the wood of the crate for fuel and for other purposes. Barrels, however, containing 160 pounds are also used; but dealers claim that potatoes keep better in crates. The Dutch shippers are always willing to make allowances for deterioration, and their lower quotations have eliminated Canadian potatoes from the market, which is now overstocked due to indiscriminate buying. The Dutch potatoes are of yellowish colour and of medium size; large sizes are not liked. They are well graded, and the quality of a shipment of some thousands of crates which the writer inspected appeared to be excellent. Potatoes entering Barbados are free of import duty irrespective of their origin. Outright sale is the general rule, but some consignments are made from time to time.

Wines.—Total imports, 11,307 gallons valued at £10,551, France, Spain, Portugal, and Italy being the principal sources of supply. There was an odd shipment of 35 gallons (£35) from Canada.

Wood and Timber.—Imports of tropical hardwood, chiefly from British and Dutch Guiana, St. Lucia, and Trinidad, totalled 18,053 cubic feet valued at £5,417.

Headings, chiefly for rum and molasses puncheons, totalled £6,934, of which the United States shipped to a value of £5,981, Canada £884, and the United Kingdom £69. These are made of oak (for rum) and of white pine—sometimes birch—(for molasses).

Hemlock, beech, white pine, spruce, and Douglas fir were imported in the total quantity of 6,698,722 board feet valued at £50,239, exclusively from Canada .The customs returns do not differentiate the various kinds, but Douglas fir from British Columbia was by far the largest item. It is imported both rough and dressed, in boards, planks, and scantlings of various dimensions, and is much used for interior work. Wood-ants, it is claimed, do not like it as well as pitch pine, and being considerably cheaper than the latter, besides being of good lasting quality and available in much greater lengths, it is very popular with builders. However, it does not appear to stand the weather as well as pitch pine, and therefore is seldom used on the outside of buildings. Hemlock, spruce, and rought white pine all come from Eastern Canada; dressed white pine comes from Vancouver. Schooners carrying molasses to Canada and Newfoundland usually bring back cargoes of lumber; no lighterage is necessary at Bridgetown, since craft of this type (unlike steamers) can come alongside the quay. Hemlock was much in demand some years ago for making sugar hogsheads, but is now very little used for that or for any other purpose in Barbados. Spruce is used for flooring small houses, for making the sides and bottoms of carts employed on the sugar estates, and for pollings. It comes chiefly in boards 1 inch thick and of various widths, but some 2- by 4-inch planks are used. Not much beech is seen. Imports under this head increased by roughly 450,000 feet over 1927.

Wooden hoops totalled £2,046: United Kingdom, £1,276; France, £646; United States, £124.

Pitch pine came exclusively from the Southern United States; total, 2,660,336 board feet (£33,254). It is in general use for outside work.

Shingles.—Total number imported, 27,464,821 valued at £27,465: Canada 27,243,371 (£27,243) and the remainder from British Guiana and St. Lucia. Barbados is somewhat exceptional amongst the major British West Indies in getting nearly all its shingles from Canada. The riven cypress shingle 6 inches by 22 inches by ½ inch at butt, which is the standard roofing material for dwelling houses in Jamaica, is conspicuous by its absence in Barbados. Some years ago, when prices were much lower than to-day, these shingles were imported, but in the past twelve or fifteen years their cost to the dealer has almost trebled, and they have been effectively put out of business by the much cheaper supplies of cedar shingles from the Maritime Provinces. American cypress shingles cost about £5 10s.

per thousand to the importer and £7 to the builder; one of the largest lumber importers in Bridgetown states that nobody in Barbados would dream of paying such a price. Both sawn and split cedar shingles, from Eastern Canada, are sold. They vary in width, from about 3 inches to 6 inches, and as a rule are slightly less than ½-inch thick at butt. Sawn shingles are uniformly 16 inches long. The various grades, with selling prices per 1,000, are: Extras ($9), Clears ($8), Second Clears ($7), Clear Walls ($6), and Extras No. 1 ($1.40). Four bundles go to the thousand.

Split Gaspé cedar shingles 22 inches long and from 6 inches to 3 inches wide (average 4 inches) when laid, have a fair sale at about $13 per 1,000; these come in bundles of 100.

Schooners do much of the freightage.

British Columbia red cedar shingles do not appear to be liked on account of their extreme lightness.

Barbados imported over 3,000,000 more shingles in 1928 than in 1927.

Staves and shooks, chiefly for making rum and molasses puncheons, totalled £37,730, of which Canada supplied £22,761; the United States, £14,936; and the United Kingdom, £33. Rum puncheons are made only of oak—both sides and headings—but birch is used for the shooks of molasses puncheons, and sometimes for their headings, though white pine is preferred for that purpose. These birch shooks come from Eastern Canada, and adjacent portions of the United States. They are shipped in bundles, each shook being 44 inches long for large puncheons and 36 and 30 inches long for barrels and half-barrels respectively, 1 inch in thickness and varying in width from 3 to 5 inches. Some come bent and others straight; the latter have to be bent by heat before being made into puncheons and casks by the local coopers. Apart from this, the shooks need no treatment; they arrive ready for use. Very little birch is used for building purposes.

Doors, sashes, and blinds accounted for the small total of £235—chiefly from England and British Guiana.

Wooden furniture for dwelling houses, stores, and offices totalled £7,862: United Kingdom, £3,708; Canada, £2,661; United States, £774. Chairs were a large item under this heading. Much excellent furniture is made in Barbados from tropical woods.

Sweeps and spars totalled £814, of which all but £2 worth came from Canada.

Other kinds of wooden manufactures (unspecified) aggregated £2,254: United States, £946; Canada, £336; Trinidad, £222; United Kingdom, £370.

There is a fair demand for white pine latticed screens, the lattices being about 4 inches by 4 inches. When closed up, these screens are about 8 feet by 3 feet; they open out to about 12 feet in width, with a corresponding decrease in height. England is the present source of supply; they retail at about $2 each.

Wool and woollen manufactures totalled the surprising sum of £28,285—almost entirely from England (Canada £75).

Tweeds, serges, undershirts, and flannels were considerable items.

Miscellaneous unenumerated manufactures are shown as totalling £5,657: United Kingdom, £2,107; United States, £1,875; Canada, £116; Germany, £313; Trinidad, £726; Holland, £221.

BERMUDA AND ITS TRADE

F. W. Fraser, Canadian Trade Commissioner

Kingston, Jamaica, October 17, 1929.—The Bermudas or Somers Islands consist of a group of small islands situated in the Atlantic Ocean in 32° 15′ N. latitude and 64° 51′ N. longitude, or about 580 miles off Cape Hatteras in North Carolina. The distance from Halifax is 755 miles and from New York 677 miles.

The colony is divided into nine parishes, having a total area of 193 square miles, and an estimated population in 1928 of 31,725, of which 16,397 are white and 15,328 coloured. The population, according to the census of 1921, was 20,127, of which 7,006 were white and 13,121 coloured. The total population therefore has increased by about 50 per cent during the seven years from 1921 to 1928, and the white population has more than doubled during the same period.

Bermuda came under British control in 1684, and the commission to the first Royal Governor made provision for a measure of self-government, including the right to elect representatives to make laws within certain restrictions, which have been continued without interruption ever since. The Parliament consists of a Governor, a Legislative Council of nine members, and a House of Assembly

of thirty-six members. The Governor is assisted by an Executive Council consisting at present of four official and three unofficial members.

FINANCE

Bermuda is in a very comfortable situation financially. The public debt amounts to only £70,000, of which £50,000 is 5 per cent stock redeemable at par in 1950, and £20,000 5 per cent stock redeemable at par in 1959. The entire debt is owed within the colony, being due to local inscribed stockholders.

The total revenue for the year 1928 amounted to £330,749, and the total expenditure to £303,642. The excess of assets over liabilities on December 31, 1928, stood at £140,429. The chief revenue of the colony, as in former years, was derived from customs duties, a total of £220,398 having been received from this source in 1928, an increase of £26,053 over the previous year.

There are two private banks in Bermuda—the Bank of N. T. Butterfield & Son, Limited, and the Bank of Bermuda, Limited—the paid-up capital of which amounts to £10,000 and £15,000 respectively, and the assets, according to their last published statements, to £427,803 and £448,864 respectively. No Canadian or other outside banks maintain branches in the Colony.

PRODUCTION

Agriculture is the only industry of importance—apart from that derived from tourists, on which the colony to a large extent is dependent for its revenue. Agricultural production is confined to the raising of vegetables and lily bulbs for the United States and Canadian markets, and for home consumption. In 1928 the acreage under cultivation amounted to 1,885 acres, of which 1,000 acres were planted in miscellaneous vegetables, 700 acres in potatoes, 75 acres in bananas, 65 acres in lily bulbs, and 50 acres in onions.

The acreage of pasture land was 3,387 acres of low grazing value. The numbers of live stock in the colony in 1928 were: swine, 2,500; horses, 1,750; dairy cattle, 1,700; goats, 500. The estimated yield of animal produce was: milk, 401,000 gallons (£67,000); eggs, 175,000 dozen (£26,000); poultry, 21,500 pounds (£2,200); and meat (chiefly pork), 430,000 pounds (£20,000)—all of which was for local consumption.

FOREIGN TRADE

The dependence of Bermuda on the tourist trade is clearly shown in her adverse trade balance. Apart from her locally grown vegetables and animal produce, practically all her requirements are imported. On the other hand, her exports are confined to the aforementioned shipments of green vegetables and lily bulbs to the United States and Canada. In 1928 total imports from all sources amounted to £1,587,470 in value, while the value of the exports amounted to £177,015,* leaving an unfavourable visible balance in her foreign trade of over £1,400,000, to be found from the tourist trade. This so-called unfavourable balance of trade has been increasing steadily since 1925, as a result of increased imports and decreased exports. At the same time, the number of tourists visiting the island has increased from 26,190 in 1925 to over 30,000 in 1928, or roughly the equivalent of the total resident population.

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* Of this amount it should be further noted that £68,454 consisted of merchandise imported into the Colony and re-exported, leaving a balance exported of £108,561, being the produce and manufacture of the Colony.

IMPORTS OF BERMUDAS

	1927	1928
(1) Food and drinks	£ 738,161	£ 843,930
(2) Manufactured articles—		
(a) Textile	155,129	158,898
(b) Metal	144,711	50,983
(c) Other	494,793	533,659
	£1,532,794	£1,587,470

Countries of Origin—	1927	1928
United Kingdom	£ 436,801	£ 471,704
Canada	276,154	343,496
British West Indies	20,038	26,705
United States	798,997	744,246
Other countries	804	1,319
	£1,532,794	£1,587,470

EXPORTS

Exports were valued at £177,015 in 1928 against £249,958 in 1927. Food and drinks are the principal items, these having amounted to £118,470 in 1928 against £201,996 in 1927. The principal destinations are as follows:—

	1927		1928	
	Domestic Produce	Re-exports	Domestic Produce	Re-exports
United Kingdom	....	£ 8,035	....	£11,252
Canada	£ 5,044	527	£ 4,767	38,579
British West Indies	2,634	6,178	2,116	2,120
United States	214,415	13,125	101,678	16,503
	£222,093	£27,865	£108,561	£68,454

The chief crops are potatoes, onions, and green vegetables (beets, carrots, celery, kale, lettuce, parsley, tomatoes, and turnips). With the exception of onions, the principal destination of which in 1928 was Canada, and tomatoes (of which Canada both in 1927 and 1928 was almost the only destination), and limited quantities of potatoes and onions to the British West Indies, nearly all the exports of the colony are consigned to the United States.

The principal imports into the colony for 1928 of interest to Canada are set forth below:—

Bicycles.—Imports, £7,502: United Kingdom, £7,118; United States, £384.

Bicycle Sundries.—Imports, £3,394: United Kingdom, £3,149; Canada, £18; United States, £227.

Boots and Shoes.—Imports, £35,013: United Kingdom, £10,102; Canada, £675; United States, £24,236.

Butter.—Imports, £41,071: United Kingdom, £8,935; Canada, £28,996; United States, £3,140.

Bran.—Imports, £36,653: Canada, £23,919; United States, £12,734.

Bread.—Imports, £11,710: United Kingdom, £4,660; Canada, £1,785; United States, £5,265.

Building Material.—Imports, £10,079: United Kingdom, £997; Canada, £1,464; United States, £7,618.

Lumber.—Imports, £19,516: Canada, £3,582; United States, £15,934.

Box Material.—Imports, £10,024: Canada, £5,896; United States, £4,128.

Canned Goods.—Imports, £33,595: United Kingdom, £7,424; Canada, £10,832; United States, £15,186.

Cement.—Imports, £8,085: United Kingdom, £5,101; Canada, £2,108; United States, £876.

Cheese.—Imports, £12,129: United Kingdom, £276; Canada, £10,902; United States, £851.

Clothing.—Imports, £22,029: United Kingdom, £5,432; Canada, £2,488; United States, £14,109.

Corn.—Imports, £7,704: Canada, £2,768; United States, £4,936.

Cotton Goods.—Imports, £48,131: United Kingdom, £24,383; Canada, £1,861; United States, £21,887.

Electrical Goods.—Imports, £30,297: United Kingdom, £1,887; Canada, £300; United States, £28,110.

Fertilizers.—Imports, £9,986: United Kingdom, £3,171; Canada, £38; United States, £6,777.

Fish, Preserved.—Imports, £12,304: United Kingdom, £908; Canada, £8,241; United States, £3,155.

Fancy Goods.—Imports, £184,695: United Kingdom, £107,086; Canada, £10,328; United States, £66,933.

Flour.—Imports, £29,980: Canada, £18,262; United States, £11,680.

Furniture.—Imports, £33,144: United Kingdom, £5,646; Canada, £8,601; United States, £18,851.

Fruits, Canned.—Imports, £9,488: United Kingdom, £494; Canada, £305; United States, £8,689.

Fruits, Fresh.—Imports, £29,880: Canada, £3,351; United States, £22,372; West Indies, £4,129.

Groceries.—Imports, £43,296: United Kingdom, £3,659; Canada, £4,349; United States, £34,695; British West Indies, £593.

Hardware.—Imports, £45,991: United Kingdom, £6,952; Canada, £5,132; United States, £33,907.

Hay.—Imports, £11,893: Canada, £10,562; United States, £1,331.

Horses.—Imports, £5,898: Canada, £527; United States, £5,371.

Lard.—Imports, £7,281: United Kingdom, £4,737; Canada, £765; United States, £1,779.

Meal.—Imports, £2,887: Canada, £634; United States, £2,253.

Meats, Canned.—Imports, £14,079: United Kingdom, £956; Canada, £1,205; United States, £11,858.

Meats.—Smoked and Pickled.—Imports, £46,866: United Kingdom, £5,738; Canada, £5,495; United States, £35,633.

Mutton, Chilled.—Imports, £12,020: Canada, £7,576; United States, £4,444.

Beef, Quarters.—Imports, £52,569: Canada, £24,222; United States, £28,347.

Poultry and Meats.—Imports, £33,085: Canada, £1,872; United States, £31,213.

Mineral Waters.—Imports, £3,403: United Kingdom, £359; Canada, £160; United States, £2,884.

Oats.—Imports, £42,006: Canada, £41,907; United States, £99.

Oils and Paints.—Imports, £13,434: United Kingdom, £4,864; Canada, £1,491; United States, £7,079.

Paper.—Imports, £8,818: United Kingdom, £1,429; Canada, £1,502; United States, £5,887.

Peas and Beans.—Imports, £7,185: United Kingdom, £331; Canada, £840; United States, £6,014.

Potatoes.—Imports, £15,722: Canada, £8,205; United States, £7,489.

Preserves.—Imports, £5,291: United Kingdom, £3,922; Canada, £178; United States, £1,085; West Indies, £106.

Stationery.—Imports, £10,597: United Kingdom, £3,379; Canada, £464; United States, £6,597; Germany, £147.

Soap.—Imports, £10,101: United Kingdom, £3,942; Canada, £655; United States, £5,504.

Sugar.—Imports, £18,798: Canada, £1,246; United States, £17,422; British West Indies, £107.

Silk Goods.—Imports, £9,720: United Kingdom, £4,163; Canada, £1,927; United States, £3,458; Japan, £172.

Tea.—Imports, £7,750: United Kingdom, £3,075; Canada, £1,214; United States, £3,461.

Vegetables.—Imports, £10,524: Canada, £2,180; United States, £7,559; British West Indies, £711.

Woollen Goods.—Imports, £35,095: United Kingdom, £31,734; Canada, £315; United States, £3,046.

Whisky.—Imports, £85,490: United Kingdom, £29,445; Canada, £56,044.

FRANKFORT AUTUMN FAIR

The British Consul-General at Frankfort reports that the organizers of the International Fair in that city have decided that for the future the fair will no longer be international in the wide industrial sense, but will, instead, specialize in one or two branches of production at a time. This year's Autumn Fair, which was devoted to furniture, household goods and toys, was the first of the new series, and seems to have justified this policy.

Exhibitors showed their confidence in the enterprise by a very full representation, and not only were the goods displayed excellent in quality, but they were more varied than anything of the kind hitherto shown at the general fairs.

TRADE COMMISSIONERS ON TOUR

Mr. McColl

Mr. E. L. McColl, Trade Commissioner in Buenos Aires, will visit as under:

Hamilton	Nov. 18-20	Woodstock	Nov. 27
Windsor	Nov. 21-23	Brantford	Nov. 28-30
London	Nov. 25-26	Guelph	Dec. 2

Mr. Macgillivray

Mr. J. C. Macgillivray, Trade Commissioner in Rotterdam, will be in Montreal from November 9 to 20.

Mr. Young

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, will be in Victoria from November 16 to 18.

Mr. Poussette

Mr. H. R. Poussette, formerly Trade Commissioner in India, will be in Toronto from November 5 to 23.

Canadian firms who desire to interview the Trade Commissioners are requested, in the case of Toronto, to communicate with Mr. Alex. Marshall, Canadian Manufacturers Association, and in that of other cities included in the above itineraries, with the Secretary of the Board of Trade or Chamber of Commerce.

ABROGATION OF SOUTH AFRICAN-RHODESIAN CUSTOMS UNION

C. S. Bissett, Canadian Trade Commissioner

Cape Town, October 10, 1929.—A conference between delegates of the Union of South Africa and Southern and Northern Rhodesia, recently held at Pretoria for the purpose of amending the Customs agreement which has been in existence since 1903, failed to agree on terms which would have permitted the renewal of the convention. Unless a new conference is summoned before the end of 1929, the present agreement will automatically terminate on December 31, 1929.

The convention of 1903 provided for free trade between the three countries, one or two commodities excepted, with payments at fixed rates from the general revenue of each territory to the others upon the value of exports and re-exports from each country to the other partners. These payments were largest from the Union, as the balance of trade has always been most heavily in her favour.

The Union had agreed to pay 6 per cent of the value of products manufactured in the Union to the country concerned when exported to that country, and similarly 12 per cent of the value of imported goods, from whatever source, drawn from open stocks in the Union. These payments were made from the general revenue, and were, in fact, subsidies to Union industry in order to preserve as far as possible the Rhodesian market for Union products. By this means Rhodesian buyers escaped import duties on Union products, and on all imports from overseas ex-Union-open stocks. Union industries were assured a free trade market, as against a dutiable market to all foreign and British countries, and the Rhodesias were partially reimbursed by the Union for loss of Customs revenue which ordinarily would have accrued to them had they collected their own duties. With the exception of importation through the port of Beira, parcel

post shipments, and a small volume of imports from contiguous territories, all duties on goods entering the Rhodesias were collected by South African Customs authorities.

The exceptions to the free trade principle were embargoes by the Union upon the import of scrub cattle and scrap tobacco from the Rhodesias. Apparently the conference broke down, due firstly to the desire of the Union delegates to extend the tobacco embargo to all grades, including high-grade leaf which is as yet not produced in the Union; and secondly, to the Rhodesian request that the Union pay 9 per cent on Union goods in lieu of the previous 6 per cent. The tobacco question is vital to Rhodesia, which has great difficulty in disposing of surplus production. The final offer of the Union delegates to admit 450,000 pounds of Turkish and 2,500,000 pounds of Virginia leaf per anum, with small annual decreases, was not regarded as acceptable, as heretofore the Union has been Rhodesia's principal market for tobacco, one of her main exports.

On the other hand, the Union delegates could not agree to pay 9 per cent of the value of Union products exported to the Rhodesias in lieu of the previous 6 per cent. To British preference-reciprocating countries the general Rhodesian duty is 9 per cent, with reductions on certain commodities.

Unless a new conference be called in the short time remaining in the present year the result will be that each country will collect its own duties. South African products will be dutiable, and will be forced into competition with overseas imports. Conversely Rhodesia will almost certainly lose her present tobacco trade with the Union, as South African tobacco duties are prohibitive. Rhodesian press reports point to the possibility of trade agreements with other dominions and colonies to assure outlets for Rhodesian produce. A railway from Rhodesia through Bechuanaland to Walvis Bay is a project which has been discussed for some time. This would give Rhodesia a shorter rail haul to tide-water on the Atlantic side than is now possible, and ample facilities at Walvis for the shipment of chilled meats and other produce to Great Britain and the Continent.

GERMAN RESTRICTIONS ON IMPORTS OF AMERICAN BARLEY

Mr. M. B. Palmer, Assistant Trade Commissioner in Hamburg, writes that the German Government has issued a further decree dated October 23, 1929, by which the original decree of September 27, 1928, governing the importation of barley from the United States has been extended to remain in force until April 30, 1930. (The content of the original decree was published in *Commercial Intelligence Journal* No. 1290: October 20, 1928, page 563).

TEA IMPORT REGULATIONS IN GRENADA

Mr. F. L. Casserly, Acting Trade Commissioner at Port of Spain, writes under date October 24, 1929, that the Government of Grenada effected as from October 7, 1929, a change in the regulations governing the imports of tea into that colony. The amendment covers blended tea, not exported from bond, or under drawback, and provides that such tea, if blended in any part of the Empire, shall be entitled to preference in respect of that proportion of the blend which is certified by the supplier on the usual invoices and certificates, provided that the latter are accompanied by a declaration by the exporter that the tea is either wholly of British Empire origin or in the case of blends containing tea not of Empire origin, that it consists of blends containing a stated percentage of Empire tea, the country of production of such tea being specified.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

921. Honey.—A Birmingham merchant desires to get in touch with Canadian producers of honey.

922. Cheese.—An agent in Hamburg, Germany, would like to act as representative for Canadian exporters of cheese.

923. Cheese.—A Newcastle-upon-Tyne firm of produce importers are open to consider direct offers of cheddar cheese. Quotations desired c.i.f. Newcastle-upon-Tyne.

924. Dried Apples.—Commission agent in Rotterdam desires to act as representative for Canadian exporters of dried apples.

925. Corned Beef.—Rotterdam firm desire quotations c.i.f. Rotterdam on corned beef for shipment to Gibraltar.

926. Canned Salmon.—A Barbadian firm of commission agents would like to represent Canadian exporters of canned salmon.

927. Canned Salmon.—A Trinidad commission agent would like to represent a Canadian exporter of canned salmon.

928. Canned Goods.—An agent in Hamburg, Germany, would like to act as representative for Canadian exporters of canned goods.

929. Rolled Oats.—Two large distributors of foodstuffs in Argentina are inquiring for a Canadian source of supply of rolled oats for porridge. Sample packages (sample post) and c.i.f. prices should be forwarded to the Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

930. Feed.—A firm of importers in Barbados wish to buy oats and pollard.

Miscellaneous

931. Fishmeal.—Rotterdam firm desire to receive quotations, samples and analysis of fishmeal.

932. Crude Drugs.—A firm of Hamburg brokers for crude drugs wish to get in touch with reliable shippers of hydrastis root, Western senega root, and cascara sagrada bark.

933. Wrapping Paper.—A commission agent in Trinidad would like to represent a Canadian exporter of wrapping paper.

934. Clothes Pegs.—A Cardiff importer of clothes pegs desires quotations from Canadian producers. Quotations to be c.i.f.

935. Shingles.—A Barbadian firm of commission agents would like to represent Canadian exporters of Douglas fir and shingles.

936. Flooring.—Importer in Breda, Holland, is interested in establishing agency connection or direct importation of Douglas fir flooring, sizes 1 by 4 inches, 1 by 6 inches, 1 by 8 inches; average length 12-14 feet.

937. Douglas Fir Flooring.—Rotterdam import house wishes to receive quotations on Douglas fir flooring in regular sizes. Also desires quotations on 200 standards each of 1½ by 5 and 1½ by 6 inches.

938. Veneer and Plywood.—Dutch firm desire connections with Canadian manufacturers of birch and Douglas fir plywood and aeroplane plywood of Sitka spruce.

939. Douglas Fir Clears.—Canadian exporters of clears should communicate with timber importers in Rotterdam.

940. Lumber.—Barbados firm are in the market for lumber, chiefly spruce, hemlock, pine, and fir.

941. Cement.—A commission agent in Havana desires to represent a Canadian firm exporting white cement.

942. Galvanized Staples.—A commission agent in Havana desires to sell galvanized staples on a commission basis only.

943. Wire Nails.—A commission agent in Havana desires to sell wire nails on a commission basis only.

944. Wire.—A commission agent in Havana desires to sell, on a commission basis only, galvanized barbed wire and plain galvanized wire.

945. Tinplate.—A commission agent in Havana desires to sell, on a commission basis only, tinplate.

946. Gasolene Stoves.—A Trinidad importer would like to buy 3-burner gasolene stoves.

947. Baryta.—A commission agent in Havana desires to represent a Canadian firm exporting baryta.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING NOVEMBER 12

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 12, 1929. Those for the week ending November 4, 1929, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week ending Nov. 4, 1929	Week ending Nov. 12, 1929
Austria	Schilling	.1407	$ .1424	$ .1455
Belgium	Belga	.1390	.1423	.1428
Bulgaria	Lev	.0072	.0073	.0072
Czechoslovakia	Krone	.....	.0301	.0302
Denmark	Krone	.2680	.2727	.2736
Finland	Markka	.0252	.0256	.0257
France	Franc	.0392	.0409	.0402
Germany	Reichsmark	.2382	.2433	.2440
Britain	Pound	4.8666	4.9634	4.9789
Greece	Drachma	.0130	.0132	.0132
Holland	Guilder (Florin)	.4020	.4106	.4121
Hungary	Pengo	.1749	.1780	.1787
Italy	Lira	.0526	.0533	.0534
Jugo-Slavia	Dinar	.1930	.0179	.0180
Norway	Krone	.2680	.2716	.2736
Portugal	Escudo	1.0805	.0457	.0459
Roumania	Leu	.1930	.0061	.0061
Spain	Peseta	.1930	.1433	.1437
Sweden	Krona	.2680	.2733	.2743
Switzerland	Franc	.1930	.1972	.1979
United States	Dollar	1.0000	1.0175	1.0209
Argentine Rep.	Peso (Paper)	.4244	.4273	.4257
Brazil	Milreis	.5462	.1203	.1210
Chile	Peso	.1217	.1233	.1238
Colombia	Peso	.9733	.9844	.9880
Mexico	Peso	.4985	.4884	.4906
Peru	Libra	4.8666	4.0700	4.0850
Venezuela	Bolivar	.1930	.1958	.1965
Uruguay	Peso	1.0342	.9818	.9982
Cuba	Peso	1.0000	1.0006	1.0003
Batavia, Java	Guilder	.4020	.4095	.4110
China	Tael	.....	.5628	.5604
India	Rupee	.3650	.3701	.3714
Japan	Yen	.4985	.4909	.4983
Siam	Baht (Tical)	.4424	.4604	.4646
Singapore, Str. Settlements	$	.5678	.5786	.5795
Jamaica	Pound	4.8666	4.9577	4.9760
Barbados	$	1.0000	1.02¾ —1.03¾	1.03 1/64—1.04 1/32
British Guiana	$			
Trinidad	$			
Other British West Indies	$	1.0000	1.02 41/64—1.03 29/32	1.02⅞ —1.04 5/32
Martinique	Franc	.0392	.0400	.0402
Guadeloupe	Franc	.0392	.0400	.0402

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To Avonmouth.—Vakarian, White Star Line, Nov. 27.

To Belfast and Dublin.—Carrigan Head, Nov. 20; Lord Downshire, Nov. 25—both Head Line.

To Cardiff.—Vakarian, White Star Line, Nov. 27.

To Glasgow.—Minnedosa, Canadian Pacific, Nov. 26; Carmia, Anchor-Donaldson, Nov. 30.

To Hull.—Valemore, Furness Line, Nov. 19.

To Liverpool.—Duchess of York, Canadian Pacific, Nov. 22; Laurentic, Nov. 23; Megantic, Nov. 28—both White Star Line; Andania, Cunard Line, Nov. 22.

To London.—Beaverburn, Nov. 22; Beaverbrae, Nov. 26—both Canadian Pacific; Ascania, Cunard Line, Nov. 22; Valemore, Furness Line, Nov. 19.

To Manchester.—Manchester Commerce, Nov. 21; Manchester Regiment, Nov. 26—both Manchester Line.

To Newcastle and Leith.—Cairnesk, Thomson Line, Nov. 22.

To Swansea.—Vakarian, Anchor-Donaldson, Nov. 27.

To Antwerp.—Beaverburn, Canadian Pacific, Nov. 22; Labelle County, Nov. 18; Grey County, Nov. 26—both County Line.

To Hamburg.—Beaverbrae, Canadian Pacific, Nov. 26; Kings County, Nov. 22; Emden, Nov. 29—both County Line.

To Rotterdam.—Hada County, County Line, Nov. 29.

To South African Ports.—Calumet, Elder Dempster Line, Nov. 21.

To South France and Italian Ports.—Concordia, Lloyd Mediterraneo Italian Service, Nov. 20.

To South American Ports.—Canadian Pioneer, Canadian National, Nov. 20.

To Australian Ports.—Canadian Constructor, Canadian National, Nov. 23.

To New Zealand Ports.—Canadian Highlander, Canadian National, Nov. 24.

To Bermuda, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, St. Lucia, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, Canadian National, Nov. 24.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Somers, Canadian National, Nov. 23.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Spica, Ocean Dominion, Nov. 22.

To St. John's, Nfld.—Rosiland, Furness-Red Cross Line, Nov. 29.

To St. Pierre-Miquelon.—Veslar, Newfoundland-Canada Traders, Nov. 19.

From St. John

To Avonmouth.—Vardulia, Anchor-Donaldson, Dec. 21.

To Belfast and Dublin.—Lord Antrim, Head Line, Dec. 20.

To Cardiff.—Vardulia, Anchor-Donaldson, Dec. 21.

To Glascow.—Athenia, Anchor-Donaldson, Dec. 13.

To Hull.—Cairngowan, Furness Line, Dec. 12.

To Liverpool.—Duchess of Atholl, Dec. 6; Duchess of Richmond, Dec. 14; Duchess of York, Dec. 18—all Canadian Pacific.

To London.—Beaverford, Dec. 6; Beaverdale, Dec. 13; Beaverhill, Dec. 20—all Canadian Pacific; Cairngowan, Furness Line, Dec. 12.

To Manchester.—Manchester Division, Manchester Line, Dec. 12.

To Southampton.—Montcalm, Canadian Pacific, Dec. 12.

To Swansea.—Vardulia, Anchor-Donaldson, Dec. 21.

To Antwerp.—Beaverford, Dec. 6; Montcalm, Dec. 12; Beaverhill, Dec. 20—all Canadian Pacific.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, Dec. 20.

To Hamburg.—Beaverdale, Canadian Pacific, Dec. 13.

To Havre.—Brant County, County Line, Dec. 14.

To Rotterdam.—Brant County, County Line, Dec. 14.

To West and South African Ports.—Fantee, Elder Dempster Line, Dec. 12.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Nov. 21; Lady Drake, Dec. 5; Lady Nelson, Dec. 19—all Canadian National; Peter Maersk, Ocean Dominion Line, Dec. 9.

From Halifax

To Avonmouth, Cardiff and Swansea.—Dakarian, Leyland Line, Dec. 2.

To Liverpool.—Caledonian, Nov. 27; Cedric, Dec. 9; Baltic, Dec. 16—all White Star Line; Manchester Merchant, Nov. 23; Manchester Civilian, Nov. 27; Newfoundland, Dec. 2—all Furness, Withy.

To London.—Napierian, Dec. 2; Missisippi, Dec. 16—both White Star Line; Tuscania, Cunard Line, Dec. 9.

To Manchester.—Caledonian, White Star Line, Nov. 27; Manchester Producer, Nov. 18; Manchester Commerce, Nov. 25; Manchester Regiment, Nov. 29—all Furness, Withy.

To St. John's, Nfld.—Silvia, Nov. 19, Dec. 3; Nerissa, Nov. 26—both Furness, Withy; Farnorth, Farquhar SS., Nov. 22; Kyvig, Nov. 18; Sollund, Nov. 21—both Newfoundland-Canada Traders.

To St. Pierre-Miquelon.—Farnorth, Nov. 22, Dec. 6; Sambro, Nov. 26, Dec. 10; Fernfield, Nov. 30, Dec. 14—all Farquhar SS.; Kyvig, Nov. 18; Sollund, Nov. 21—both Newfoundland-Canada Traders.

To South American Ports.—Canadian Pathfinder, Canadian National, Dec. 20.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Nov. 29; Lady Drake, Dec. 13—both Canadian National; Peter Maersk, Ocean Dominion, Nov. 15.

To Bermuda, Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).—Cathcart, Nov. 30 does not call at Bermuda and Nassau); Lady Rodney, Dec. 7; Cavelier, Dec. 14 does not call at Bermuda and Nassau)—all Canadian National.

To Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Champlain, Dec. 5 (also calls at St. Vincent, Grenada and Tobago); Chomedy, Dec. 19—both Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Nov. 27; Ottar, Dec. 11—both Pickford & Black.

To Australian Ports.—A steamer, New Zealand Steamship Line, Dec. 15.

To New Zealand Ports.—Canadian Challenger, Canadian National, Dec. 24.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Asia, Nov. 23; Empress of Canada, Dec. 7—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Talthybius, Nov. 19; Ixion, Dec. 10—both Blue Funnel.

To Yokohama, Osaka and Dairen.—Paris Maru, Osaka Shosen Kaisha, Nov. 19.

To Auckland, Wellington and Dunedin.—Golden Cloud, Oceanic and Oriental Navigation Co., Dec. 10.

To Honolulu, Suva, Auckland and Sydney.—Victoria, Canadian-Australasian Line, Dec. 11.

To Melbourne and Sydney.—Indien, Canadian-Australasian Line, Dec. 10.

To Sydney.—Orient City, Australian-B.C. Shipping Co., Dec. 15.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, Transatlantic SS., middle November.

To Manchester.—Buchaness, Reardon Smith Line, Nov. 16; Pacific Reliance, Furness Pacific Line, Nov. 17.

To Liverpool, Southampton, London and Rotterdam.—Nebraska, Nov. 19; Delftdyk, Dec. 3—both North Pacific Coast Line.

To London, Rotterdam and Hamburg.—Marconi, Nov. 27; Narenta, Dec. 16—both North Pacific Coast Line.

To Hamburg, Bremen, Rotterdam and Antwerp.—Grootendyk, North Pacific Coast Line, Nov. 17.

To Havre, Dunkirk, Antwerp and Bordeaux.—Arizona, Nov. 22; Georgie, Dec. 2—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Rialto, Navigazione Libera Triestina, Dec. 13.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Brimanger, Westfal-Larsen, Dec. 9.

To Cape Town, East London, Durban, Lourenco Marques.—Crown City, B.C. Shipping Agencies, Nov. 30.

To West Indian Ports.—Lycia, Canadian Transport Co., Dec. 15.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

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MISCELLANEOUS

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Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
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Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
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Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
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Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
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Trade (Internal), including grain, live stock, coal prices, etc.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, November 23, 1929 No. 1347

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HAMBURG APPLE MARKET PROSPECTS

L. D. Wilgress, Canadian Trade Commissioner

Hamburg, October 29, 1929.—Last season a record quantity of overseas apples was imported and sold on the Hamburg market. Total imports amounted to 3,481,740 boxes and 212,100 barrels, of which 2,247,621 boxes and 210,524 barrels were sold on the Hamburg auctions. Imports of United States boxed apples nearly equalled the number of boxes imported from the United States in the four preceding seasons.

This large importation was occasioned by the failure of the 1928 European apple crop, but the imports were greater than the market was able to absorb at profitable prices. Up to the middle of March the prices realized on the Hamburg auctions were maintained at a satisfactory level, which was often higher than the corresponding prices obtained on the United Kingdom markets. Later in the season the heavy arrivals of fruit caused a complete collapse of the market, and severe losses were sustained by the speculators as well as by practically all the Hamburg importers.

The large importations of apples into Hamburg last season have directed the attention of Canadian shippers to the German market, even in spite of the

duty handicap on Canadian as compared with United States apples. Owing to the absence of a trade treaty between Canada and Germany, Canadian apples are subject on importation into Germany to a duty of 15 reichsmarks ($3.57) per 100 kilograms (220 pounds), whereas apples from most-favoured-nation countries, such as the United States, pay a duty of 7 reichsmarks ($1.67) per 100 kilograms (220 pounds). These duties are equivalent to 72 cents a box on Canadian and around 34 cents a box on United States apples.

The large crop of apples in Nova Scotia, coinciding with a moderate crop in the Eastern United States, has given rise to the belief that some business might be possible with Germany this season in Nova Scotia barrelled apples, despite the duty handicap. This belief would probably be fully justified if it were not for the fact that the situation in Germany is entirely the reverse to that of last year. There has been an exceptionally good crop of apples throughout the Continent of Europe, whereas last year the European apple crop was practically a complete failure. Although Germany is not an important producing factor, the German apple crop is considerably above the average for the last ten years. Plentiful supplies are also reported from Holland, Switzerland, and Austria, countries which normally have a surplus available for export to Germany.

It is evident that there will be abnormally large supplies of European apples on the German market this season, and that the openings for overseas apples will be more restricted than in past seasons. This will particularly apply to the openings for apples in barrels. There is always a demand for the better-class trade for North American boxed apples on account of the inferior quality of the European product, but the quantities which can be imported depend largely upon the size of the European apple crop.

Normally the German market is pretty well clear of European apples by Christmas, but this year's large supply should last until well on into January, particularly if sufficient good-keeping apples are available. North American apples in barrels are mostly imported during the early part of the season, Thus last year 135,000 barrels reached Hamburg before December 31 out of a total season's importation of 212,000 barrels. The Hamburg brokers consider that it would be safe to ship certain varieties of Nova Scotia apples as late as December or January, but in view of the situation prevailing this year they are doubtful as to the prospects for Nova Scotia shipments this winter.

In general, Hamburg fruit brokers and importers still hesitate to express an opinion as to the quantities of North American apples which the German market can absorb this season. It is believed that when the supplies of European apples are cleared Germany will be able to take a large share of the surplus of Winesaps available in the Western United States, but that the total imports will be only a small proportion of the quantity imported last season. So far this season around 20,000 boxes and over 1,000 barrels of United States apples have been sold on the Hamburg auctions, but the prices realized in a few cases only can have been profitable to the shippers. There has been a good demand, however, for the best fruit, indicating that for the better-class trade American apples are required. A new factor this year has been the increased competition from Russian apples, which are packed in barrels and are well graded. It is believed that the Russians will have several thousand barrels a week of these apples for disposal during the coming two months.

It is not thought likely that many firm contracts for overseas apples will be placed this season, apart from brokers' arrangements for consignments on joint account. It is pointed out that the losses sustained by importers towards the close of last season have made them diffident of concluding contracts unless reasonably sure of a profitable outcome.

There is no doubt that the prices realized on the Hamburg auctions for overseas apples will improve as soon as the present glut of European supplies

commences to be cleared off the market. On the other hand, it is not thought likely that the level of prices this season will ever be sufficiently above United Kingdom prices to warrant Canadian apples being sold on the Hamburg auctions for a price which would compensate the buyer for the higher German duty on Canadian as compared with United States apples. The outlook therefore does not appear favourable for any Canadian apples being sold on the Hamburg market this season, so long as the present discrimination in duty is maintained.

HAMBURG DRIED APPLE MARKET PROSPECTS

L. D. Wilgress, Canadian Trade Commissioner

Hamburg, October 31, 1929.—An excellent opportunity is presented this season for the sale of large quantities of Canadian evaporated apple rings to the Hamburg market. The heavy crop in Nova Scotia, coinciding with a moderate crop in New York State, renders the Canadian product particularly competitive. A considerable quantity of Canadian evaporated apples of this year's crop have already been contracted for by Hamburg importers. It is estimated that the contracts so far placed are for a total quantity in the neighbourhood of 19,000 boxes or 950,000 pounds. Further quantities would have been ordered if it were not for the fact that the dried fruits trade in Germany is now extremely dull.

TRADE FIGURES

It is probable that more Canadian evaporated apples will be shipped to Hamburg this season than in any previous season. The Hamburg importers handle between 150,000 and 300,000 boxes of evaporated apples in a year. Since the war the largest trade in Canadian evaporated apples took place in the season 1925-26, when some 33,400 boxes were shipped to Hamburg. The Canadian trade returns show the following exports of dried apples to Germany in the last four crop years:—

	Lbs.	$
October, 1925, to September, 1926	1,672,135	167,968
October, 1926, to September, 1927	409,485	37,470
October, 1927, to September, 1928	1,002,625	120,162
October, 1928, to June, 1929	30,000	4,023

The only shipment of evaporated apples from Canada to Hamburg of last year's crop was one carload of 600 boxes from Nova Scotia.

The German trade statistics cover the calendar year, and they include the quantities of dried apples imported through Rotterdam and other ports besides Hamburg. The following table gives the official German statistics of the imports of dried and evaporated apples and pears and usable dried apple and pear waste during the years 1926, 1927, and 1928 and during the first nine months of 1929:

Imports into Germany

Dried and evaporated apples and pears	1926 Lbs.	1927 Lbs.	1928 Lbs.	January to September, 1929 Lbs.
United States	12,164,460	18,108,200	17,949,140	19,052,660
Canada	462,660	.....	286,220	46,200
Other countries	773,300	.....	2,671,020	831,260
Total	13,400,420	19,895,480	20,906,380	19,920,120
Usable apple and pear waste—				
United States	3,468,960	2,459,820	1,027,620	3,199,460
Other countries	929,720	201,960	265,540	224,840
Total	4,398,680	2,661,780	1,293,160	3,424,300

It will be seen from the above table that around 400,000 boxes of evaporated apples have been imported into Germany during each of the last three years.

PRESENT RANGE OF PRICES

It has been mentioned that contracts have already been placed by Hamburg importers for around 19,000 boxes of Canadian evaporated apples of this year's crop. Three Canadian exporting firms have chiefly participated in these contracts. Active business commenced to be done about the middle of September. The first contracts were placed at prices around $14 per 50 kilograms (110 pounds) c.i.f. Hamburg. Prices then receded to $13 and again recovered to $13.75, but one Canadian exporter is still in the market at $13, and is securing what business is now available. At these prices Canadian quotations are well under United States offers, since Californian extra choice is being quoted at $15 to $15.25, and New York State prime at $16.75 or over.

In recent weeks more business has been done in Canadian evaporated apples than in the New York State product, but fair quantities of Californian extra choice apple rings continue to be sold. The tendency in recent years has been for the Californian product to increase in popularity among the trade in Germany as compared with New York State apple rings. The Canadian standard evaporated apple rings are well liked in the German market, but they are usually associated with the New York grade of prime apple rings. The Californian extra choice apple rings are preferred, chiefly because they are usually of larger size than the New York State or Canadian product.

PRESENT MARKET CONDITIONS

The dried fruits trade in Germany is at present going through a very dull period and little business is being placed. The importers have suffered losses on certain imports from Asia Minor. There is little or no demand at present from the interior for dried fruits. Accordingly importers have not yet been able to resell all of the contracts which they have placed for overseas dried apple rings. For this reason offers for later shipment are now more attractive and easier for brokers to work than Canadian or United States offers for early shipment. The situation will improve as soon as there is a revival of buying from the interior, and it may be anticipated that further large orders will be placed for Canadian evaporated apple rings in view of the lower quotations for the Canadian product as compared with offers from the United States.

MARKET REQUIREMENTS

The Hamburg market chiefly offers an opening for the sale of Canadian Government standard evaporated apple rings. There is little demand for the choice grade, importers considering the difference in quality not sufficient to warrant the extra price. Some business is done in fancy grade apple rings from New York state, but the bulk of the business is in a few well-established brands.

Canadian standard grade apple rings are imported in boxes of 50 pounds net, the 25-pound box being used chiefly in the case of fancy grade.

Quotations for apple rings to Hamburg brokers or importers should be given per 50 kilograms (110 pounds) c.i.f. Hamburg. Sales are usually made through brokers, who conclude contracts with the importers on behalf of their principals. Care must be taken to scrupulously fulfil contracts to the letter, particularly to have the bill of lading made out in the month for which shipment is specified. Non-attention to these details can give the buyer an excuse to refuse acceptance of documents if the market has gone against him.

The usual terms of payment are cash against documents c.i.f. Hamburg. There are one or two Hamburg firms who would be prepared to work direct with

Canadian producers buying against credits established in Canada, but with the bulk of the dried fruit importers the business can best be worked on the terms mentioned through a broker acting as commission agent for the Canadian supplier.

Sales on the Hamburg market are made on the basis of Canadian Government certificate as final as regards quality.

Further particulars regarding the German market for evaporated apples will be found in *Commercial Intelligence Journal* No. 1194 (December 18, 1926).

TRADE CONDITIONS IN THE UNITED KINGDOM

Harrison Watson, Canadian Trade Commissioner

London, November 4, 1929.—Business appears to have fallen off slightly during the past few weeks. In any case no general improvement is to be noted, and there has been a falling off and less activity in several branches of both industry and trade.

This rather disappointing position is not unfairly attributed to the chaotic conditions which have recently been associated with finance rather than to any circumstance directly traceable to commerce.

As has been previously mentioned, the process of rationalization, which it is confidently anticipated will be of such great benefit to British production generally, requires the availability of large supplies of capital procurable at reasonable terms.

As a result of the continued gambling which has prevailed for months past, the Bank of England rate was advanced to the high figure of 6½ per cent only a few weeks ago. This position, in conjunction with the difficulties of a number of undertakings designated as the Hatry Group, and the more recent collapse of the New York market, has drastically checked the flow of money available for rationalization and other developments in Great Britain, and moreover created a general feeling of disappointment and uneasiness. The result is also discouraging in so far that it has at least temporarily held up the gradual improvement which has slowly been going on.

Upon the other hand, whereas heavy losses have been made by speculators on the stock exchanges, nothing has so far developed in the realms of commerce which will not speedily mend with the passing away of the financial stringency.

An immediate and associated feature has been a reaction indicating a drop in employment in some branches of business. As, however, is frequently the case, there is considerable variation according to individual industries.

Taking the so-called "heavy industries" to commence with, the export coal trade continues to exhibit satisfactory activity, although there has been at times a shortage of ocean transport.

Iron and steel production, which has steadily increased throughout the year, has sustained a temporary check due largely to the effect of financial happenings upon the placing of orders for future delivery.

Circumstances are somewhat similar in the various divisions of the engineering trade, and also in the allied electrical industry. The schemes just announced, which involve very important developments in the London Underground Railway systems, if put into force, should stimulate an increased demand for many products, and provide employment for a number of men who are at present out of work.

Shipbuilding is fairly active, although there is a noticeable absence so far of new orders.

Although a slightly improved export demand for particular cotton goods is reported, the Lancashire industry remains in a very unsatisfactory state. Upon the other hand, conditions in the wool industry are said to be on the up grade.

According to reports emanating from various authorities, business in most other industries indicates no particular change, and is in the majority of instances fairly satisfactory.

Upon the other hand, the divisions of the retail trade associated with clothing and seasonal requirements were greatly dislocated by the unusually fine and warm weather which has extended up until recently. These conditions very adversely affected the sale of cold weather goods.

WEST OF ENGLAND TRADE IN GALLON APPLES

Douglas S. Cole, Canadian Trade Commissioner

Bristol, November 5, 1929.—The following may be regarded as supplementary to the report which appeared in *Commercial Intelligence Journal* No. 1340 (October 5) on the market for tinned apples in this trade area.

Prior to 1914 the canned apple trade was practically confined to Eastern Canadian packers. Since then Oregon packers have entered the market, and it is estimated that from 75 per cent to 80 per cent of the trade now goes to the United States. The introduction of the solid pack—which to a great extent wiped out the Eastern Canada water pack—has done a great deal to change the character of the trade. Canadian firms are, however, exporting a high grade of solid pack to this market and are doing well in the West of England.

SIZE OF DEMAND

Glasgow and Newcastle are the best markets in the United Kingdom for tinned apples; South Wales and the West of England are small but steady consumers. The demand is mostly for restaurants, hotels, and bakers. In the off season when cooking apples are not obtainable they are likewise used in the home, but not in the No. 10 size. For this reason a new pack of $2\frac{1}{2}$'s, 24 to the case, are now being sold by Californian packers for domestic use.

TYPE OF PACK

The big sale is for the No. 10 or 1-gallon tins, which are sold six to the case. The solid pack is much more popular than the water pack, one reason for the preference being that the latter are inclined to have blown tins after a few months' storage. Certain Californian packers are catering for the domestic trade by offering $2\frac{1}{2}$'s (24 to the case).

PRICES

The range of prices for Oregon solid pack is from 18s. 9d. ($4.56) to 22s. 6d. ($5.46) per dozen, according to the season's market prices. During the past month the actual prices have been 19s. 6d. ($4.75) to 20s. 6d. ($4.98) for solid pack, and at time of writing the price is 20s. 6d. for new pack. The range for water pack is from 17s. ($4.13) to 18s. 6d. ($4.50) per dozen; at the moment the price is 18s. $3\frac{1}{2}$d. ($4.45). The $2\frac{1}{2}$'s are quoted at 8s. 3d. ($2) to 9s. 3d. ($2.25) per dozen c.i.f. United Kingdom port. The above prices are all c.i.f. Liverpool, Avonmouth, or London.

COMMISSION

All sales are made on the British Isles Canned Food Contract as adopted by the Canners' League of California. Percentages range from $2\frac{1}{2}$ to 4 per cent on the c.i.f. value.

DELIVERY CONDITIONS

Payment is on the basis of thirty days' sight draft of buyer with documents attached.

TIME OF BUYING

Forward buying is generally in May/June and in November/December. One firm of brokers, however, make both their purchases and sales in September.

VARIETIES

One of the most popular varieties is the Rome Beauty, a good red-skinned apple of fine white colour, agreeable flavour, and slightly tart. This variety is chiefly used by one American packer and comes from Oregon. An important Canadian exporting firm at one time packed several varieties, and a large organization of English caterers and restaurateurs tried out all of these by using five cases of each; the variety most favoured was the Baldwin, which is popular in the West of England, although the consumer makes no distinction between the various varieties. In fact, the only selling distinction is type of pack—i.e. whether solid or water.

It is estimated that the United States apple crop, including boxes and barrels, is 28 per cent less than last year. The quantity packed in boxes is estimated at 7,280,000 against 13,000,000 in 1928.

BRITISH ISLES CANNED FOOD CONTRACT

Canadian packers not acquainted with the usual Canners' League Contract might communicate with the Bristol office, which will gladly furnish any desired information.

ECONOMIC CONDITIONS IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, November 5, 1929.—Apart from the chief textile trades, the condition of the staple industries of Northern England during the past month has been on the whole satisfactory and general production activity has been well maintained in most lines.

Several important orders from overseas railways and other undertakings continue to be a satisfactory feature of the engineering trades, particularly in the heavy electrical branches, and a steady, if slow, accumulation of work seems to be in progress. A number of machine tool manufacturers are well employed, and the improvement in the home market applies to the heavier types of tools as well as to lighter equipment. The fact that the machine tool trade is doing better is generally considered as an indication that engineering as a whole is on the up grade.

While the amount of new work being placed among Northeast Coast shipyards during the last few months has been disappointing, several good contracts, including some important orders for tankers from Norway, were recently placed, and the outlook is now much improved.

New contract business in the coal trade of the Northeast Coast remains unsettled, pending the solution of a number of problems connected with the industry. Meanwhile, all classes of Northumberland steam coal are in good demand and sold ahead, while Durham bituminous grades, which up until lately have been rather quiet, are again being asked for. The recent heavier arrivals

of shipping in this district have considerably relieved the situation by assisting the regular movement of coal to the docks, thus enabling the pits to remain in steady employment, and a brisk trade is looked for up until the end of the year.

Unfortunately, it is still impossible to report improvement in the Lancashire cotton trade. Early in October some five and a half million spindles, equal to 9·8 per cent of the membership of the Master Cotton Spinners' Federation, were stopped indefinitely. During part of October there seemed to be a somewhat better demand for certain classes of cotton goods from overseas customers, but the position of yarn spinners shows practically no improvement.

For many months the Yorkshire wool textile industry has been unsettled on a question of wages. A recent vote by the wool textile trade unions showed a large majority against the acceptance of the employers' proposals for wage reductions, and it was announced about two weeks ago that negotiations had ended. Following the failure of these discussions, which have led to a number of very complicated issues, certain employers have given notice of their intention to give effect to a reduction. In one instance some hundreds of operatives are now out of work because their overlookers refuse to accept the reduction. Other notices are expected to become operative within a few days. The disturbed labour outlook is having its effect on business, and buyers of piece goods are awaiting developments before placing orders.

The aggregate tonnage output of iron and steel in the Middlesbrough area continues heavy and the majority of producers have a number of orders on hand. At Sheffield the steel trade has lately received some welcome orders for axles and tires from the South African railways, and for hollow steel forgings both for home and overseas customers. Business in special steels has been expanding during recent weeks, and large quantities of stainless steels are being used for industrial purposes.

According to information now available, the production of steel in the Sheffield area during August amounted to 113,400 tons as compared with 97,300 tons in July and 8,300 tons in August, 1928. The steel trade generally throughout this district has considerably improved during the past month.

The volume of output of cutlery at Sheffield has been greater in recent weeks than at any time during the year, and new orders are increasing.

The pottery export trade for the first nine months of 1929 was considerably better than last year. The seasonal improvement looked for during the last quarter of the year has been noticeable, and it is accordingly considered that the total business for 1929 should decidedly exceed 1928. Of the total exports this year up to September 30, more than half was of general earthenware, which continues to be the staple product. Apart from India, there has been a decided improvement this year in the amount of business done within the British Empire, Canada being the best market.

A beginning has recently been made of the erection of a new abattoir at Liverpool, which it is stated will be among the finest in existence. It will cover approximately 17 acres, cost close to three-quarters of a million pounds, and when completed will add substantially to the capacity of this city as a distributing centre.

SWISS FOOTWEAR PRODUCTION

Switzerland possesses one of the largest boot and shoe factories in Europe, which produces approximately 3,600,000 pairs annually, or more than half the total production in Switzerland (6,500,000 pairs). This one factory employs 6,000 workpeople, and imports from 1,500,000 to 2,000,000 hides and skins each year. Three other factories together produce about one-third of the Swiss total production of footwear, and the remainder is contributed to by between seventy and eighty smaller factories.

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. Millin, Commercial Agent

Arrivals in and Departures from Australia

Sydney, October 17, 1929.—For the first time for many years the number of persons leaving Australia in the last six months exceeded the number of arrivals, so that the Commonwealth lost population by migration. The movement was general, but the excess of departures over arrivals was principally among Italians and other Southern Europeans.

In the first half of 1927 the arrivals of Southern Europeans exceeded the departures by 4,463, but in the corresponding period of last year the excess was only 1,852, and in the first half of the current year departures exceeded the arrivals by 264.

An excess of more than 14,000 British immigrants was recorded in 1927 to June 30. The excess was only 7,290 for the first six months of last year, and in the first half of this year the departures exceeded arrivals among British Europeans by 109. For the quarter ended June 30 last, 19,076 persons were recorded as arriving and 19,840 as departing, giving an excess of departures of 1,764.

Sydney Wool Sales

The value of wool during the last twelve months has gone from one extreme to the other. Prices during the last month were either stationary or showed signs of lowering. Wool-selling brokers therefore decided to offer catalogues containing 30 per cent less wool than they intended to offer throughout the season, which commenced last month. Though prospects are not very encouraging, inquiries for the raw material have of late been more numerous. The cheapness of wool is undoubtedly gaining recognition, and the present appears to be the most favourable buying period that has been experienced over the last seven years.

There is no doubt that wool from 1923 to 1928 fared much better on the whole than the majority of products, and the price steadily advanced. It is now, however, selling at about pre-war figures, and growers cannot understand why prices have faded away to such an extent, while cotton, on the other hand, has advanced considerably on pre-war prices. There is no doubt that the manufacture of artificial silk has had a great deal to do with the decline. Another feasible explanation is that wool was due for a decline from the high level to which it had gone. That decline has certainly taken place, and to such an extent that faith in the value of the raw material for the time being appears to be partially destroyed. A rise in prices to a point below that to which growers have in recent times being accustomed, but more in keeping with the general run of commodity rates ruling, would do much to restore the confidence of the trade in the future of the industry.

Motor Chassis Imports into Australia

Statistics relating to imports of motor vehicles into Australia for the year ended June 30 last show that the number of motor chassis imported was 99,500, a considerable increase over the figures for 1927-28. The principal countries of origin were: United States, 65,728; Canada, 23,122; United Kingdom, 10,031; other countries, principally France and Italy, 619. Although the number of British chassis imported showed an increase compared with the number for the previous year, the increase was less than 7 per cent and represented only 10 per cent of the total, the United States and Canadian figures comprising nearly 90 per cent of the imports.

The number of motor car bodies imported separately was 14,515, of which 11,340 came from the United States, 2,387 from Canada, 621 from the United Kingdom, and 157 from other countries.

The total value of chassis, bodies, and chassis parts imported amounted to £10,688,000, as compared with a total of £8,256,787 for the previous twelve months.

British manufacturers were responsible for more than 80 per cent of the motor cycle imports for the year.

Oranges Exported to Eastern Canada

An experimental shipment of late Valencia oranges from Sydney to Eastern Canada via Panama was recently made by the Central Citrus Association. It is stated that the prospects of finding a market are good.

Gold Mining in New Guinea

Gold was first discovered in Papua, New Guinea, in 1888, and the search gradually spread over many other divisions with varying success.

In 1922-23 the territory yielded 5,084 fine ounces of gold valued at £22,494; in 1923-24, 1,441 fine ounces (£6,704); in 1924-25, 4,153 ounces (£17,462); in 1925-26, 6,388 ounces (£27,135); and in 1926-27 (the latest official figures available), 6,150 ounces (£26,124). Most of the rivers, with the exception of those flowing into the Gulf of Papua, have been declared open to gold dredging, and good yields have been obtained. The total value of gold won in New Guinea amounts to nearly £2,000,000. Operations on a large scale are now being planned by a British corporation. Passengers for the principal fields land at Salamoa Bay. In the early days of discovery prospectors had to make a difficult journey on foot over ranges 7,000 feet high, with the aid of inefficient and sometimes passively hostile native carriers. The journey is now undertaken by aeroplane, which occupies one hour. The fare is £15, and goods are carried for 9d. per pound.

Wheat Growing in Western Australia

A few years ago it was believed that wheat growing in Western Australia would never be a great industry. The fact that the area under crop for grain this year represents an increase of 1,558,868 acres over that for 1922 is striking evidence of the progress recently made in the development of the wheat country. The actual area sown this year is estimated at 3,812,426 acres—an increase of 211,718 acres over that of last year—and as the season has been very favourable, a 12-bushel yield may be at least looked for.

TRADE COMMISSIONERS ON TOUR

Mr. Macgillivray

Mr. J. C. Macgillivray, Trade Commissioner in Rotterdam, will visit as follows:—

Montreal	Nov. 25-27
Granby	Nov. 28
Kingston	Nov. 29
Oshawa	Dec. 2
Owen Sound and Tara	Dec. 3
Guelph and Forest	Dec. 4
Kitchener, Galt and Paris	Dec. 5 and 6
Brantford	Dec. 9 and 10
Stratford and district	Dec. 11
Border Cities	Dec. 12 to 14
London and district	Dec. 16 and 17
Hamilton and Grimsby	Dec. 18 and 19
St. Catharines	Dec. 20

Mr. McColl

Mr. E. L. McColl, Trade Commissioner in Buenos Aires, will visit as under:—

London	Nov. 25-26
Woodstock	Nov. 27
Brantford	Nov. 28-30
Guelph	Dec. 2

EXPORT TRADE OF BARBADOS, 1928

F. L. Casserly, Acting Trade Commissioner

Port of Spain, Trinidad, October 18, 1929.—Exports of local produce during the year under review amounted in value to £1,226,769. Exports other than domestc (i.e. goods re-exported) totalled £304,396, giving a total export trade of £1,531,265. The corresponding figures for 1927 were respectively £1,313,006, £290,525 and £1,603,531. The considerable decrease in domestic exports was due to the fall in the value of sugar (the principal item of the colony's export trade), and also to smaller shipments of molasses in 1928. The direction of the domestic export trade during the year 1927 and 1928 is shown in the subjoined table:—

	1927	Per Cent	1928	Per Cent
United Kingdom	£ 141,078	10.8	£ 159,731	13.0
Canada	1,024,297	78.0	923,079	75.4
Newfoundland	27,770	2.2	24,574	2.0
Other parts of British Empire	48,719	3.7	43,899	3.6
United States	58,279	4.4	59,148	4.8
Other foreign countries	11,887	0.9	15,698	1.2
Ships' stores	976	....	640	....
Totals	£1,313,006	100.0	£1,226,769	100.0

It will be noted from the above that exports to the United Kingdom moderately increased, while those to Canada declined by almost the same amount. The United States and other foreign countries also show small increases. Canada, however, remained by far the colony's chief customer.

Of the total value of domestic exports, sugar accounted for £875,239, or 71·3 per cent. Molasses took second place with £288,699, or 23·5 per cent.

Unsweetened biscuits (made from imported flour, and shipped to neighbouring British West Indian islands, and to British Guiana in the total quantity of 1,194,662 pounds) accounted for £23,894. Rum totalled £3,893, or 0·3 per cent of the total. The small remainder of the trade was made up principally by shipments of manjak (a bituminous mineral), hides and skins, tamarinds, aerated waters, and other items of minor importance.

The quantities and values of the island's principal exports during 1928, with principal countries of destination, are shown hereunder:—

	Long Tons	£
Sugar, Dark Crystals—		
Total exports	58,679	821,513
To Canada	50,833	711,674
United Kingdom	7,374	103,243
British West Indies	460	5,427
Sugar, Muscovado—		
Total exports	3,979	53,726
To United Kingdom	3,277	44,242
British West Indies	426	4,761
Holland	175	2,369
Canada	96	1,303
Molasses, Fancy—	Gallons	£
Total exports	6,199,477	271,227
To Canada	4,779,460	209,101
United States	1,165,439	50,988
Newfoundland	252,966	11,067
Molasses, Choice—		
Total exports	481,555	14,045
To Newfoundland	451,504	13,169
Canada	28,039	818
Molasses, Vacuum Pan—		
Total exports	548,149	3,427
To United Kingdom	544,995	3,407
Canada	3,154	20

The Sugar Situation

Total shipments of sugar, the colony's staple product, were 9,553 tons more in 1928 than in 1927. The increase in value, however, was only £59,602, and therefore not at all proportionate to the increase in quantity. Shipments of molasses declined by 1,029,509 gallons in quantity and by £137,999 in value. The 1928-29 crop of sugar, most of which has already been shipped, yielded 65,180 tons; that of molasses, 6,763,841 gallons. In other words, the 1929 sugar exports are 2,522 tons more than those of 1928, while exports of molasses are correspondingly less. The average f.o.b. prices of refining crystals in 1924 was approximately £24 10s. per English ton; in 1925 it was £14 10s.; in 1926, £12 5s.; in 1927, £15 5s.; in 1928, £14; and in 1929 (sugar is manufactured from January to May) it was about £11. These figures are only approximate, being based on returns furnished to the Customs Department by the leading exporters. There is no statistical department maintained by the Barbados Government. They point, however, to a fairly serious economic situation, which is about to be investigated by a Commissioner (Lord Olivier) on behalf of the Colonial Office in London. Taken as a whole, the last sugar crop, which realized to the planters an average of $2.35 per 100 pounds, or £11 per ton, was certainly sold at a loss; the cost of making sugar in Barbados is estimated to be between $2.55 and $2.70 per 100 pounds. A similar tale is told by molasses, of which the average f.o.b. prices of the three grades manufactured (excluding puncheons, which cost about $6 each) are given hereunder:—

	1924	1925	1926	1927	1928	1929
	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
Fancy molasses ..per gal.	1 10½	1 0½	0 10	1 1½	0 10½	0 8
Choice ..per gal.	1 4	0 11	0 7½	0 6	0 7	0 6
Vacuum pan ..per gal.	0 2½	0 2	0 2	0 2	0 1½	0 1¾

On the other hand, it is authoritatively stated that some farmers who were under contract to sell their cane to large factories (the purchase price being determined by the price of sugar) had made moderate profits; the truth of the matter seems to be that there were both profits and losses, the latter occuring chiefly in the case of smaller and less efficiently managed plants. Production statistics do not appear to have been kept in Barbados. The cost of production, which varies in different parts of the country, is now being investigated by a committee of planters, merchants, and accountants. On the whole, however, it seems certain that the last sugar crop resulted in a loss to the island.

THE SUGAR REFERENCE

This situation moved the Barbados planters and merchants to inquire of the Colonial Office, through their Government, what assistance could be given to the sugar industry, and in particular, whether any increase of preference could be expected. The British Government declined to consider the latter, but expressed its willingness to send out a Commissioner to inquire into the sugar industry of Barbados and the other British Caribbean colonies provided they would defray the cost. This has been agreed upon, and Lord Olivier will be visiting the colonies in the near future in pursuance of his commission. His terms of reference, lately published, are to find out the causes of the present depression; how far they may be considered permanent and how far temporary; what measures of improvement (excluding increase of preference) may be feasible—e.g. more efficient transport, cultivation, manufacture and marketing, labour migration, land settlement, and so forth; and what methods of temporary aid may be desirable. Local sugar interests are preparing a statement of their case for presentation to the Commissioner when he arrives.

THE COLONY AS SUGAR PRODUCER

Barbados, with about 35,000 acres in sugar cane cultivation, is one of the cheapest sugar-producing countries in the world, being excelled in this respect only (it is claimed) by Cuba, Java, and the Dominican Republic. Cultivation is very intensive; each cane plant is given a separate hole, and as the island is really a large coral rock, with surface soil in some parts only a foot thick, large quantities of fertilizers (over 9,000 tons annually) have to be used. Flat cultivation such as one sees in Cuba, Jamaica, and other tropical countries is exceptional in Barbados, although there are a few areas of the island where as much as fifty feet of soil overlie the coral. So is rattooning—i.e. growing a second crop of cane without replanting after cutting; in general, new plants have to be put in each year. The rainfall, however, is good, and although there are no rivers of any consequence, plenty of water is readily obtained from wells, windmills doing the pumping. The quantity of cane produced per acre varies from 20 to 40 tons, according to soil; from 7½ to 10 tons of cane are needed to make one English ton of sugar. The price of molasses of course depends upon that of sugar; in general, the price per gallon of the former is reckoned to be seven times the price per pound of the latter—fancy molasses and refining crystals being used for this calculation. Fancy molasses (the best grade) is made direct from the cane juice; the other two grades come from the centrifugals after sugar has been separated. "Vacuum pan" or "black strap" molasses is the residue left in the pans after making dark crystals. When the output of sugar increases, that of molasses declines; this happened in 1928 when, despite low sugar prices, it was more profitable to make sugar than molasses. A ton of sugar is considered to be the equivalent of three puncheons (about 321 gallons) of molasses; and on this basis the total annual sugar production of Barbados is between 75,000 to 80,000 tons of sugar—a high output for an island only 166 square miles in area. There is very little room for increasing the cultivated area, practically all available land already having been taken up, but it would seem not impossible to produce sugar even more cheaply than at present, by centralizing the process of manufacture.

At present there are in Barbados 29 steam factories making dark cystals and producing most of the sugar exported; 12 large and 33 small steam plants making molasses; and 33 plants, operated by windmills, making only syrup. In 1928 a total of 913,216 tons of cane was grown.

Exports of rum increased from 18,781 gallons in 1927 valued at £1,957 to 37,846 gallons valued at £3,705 in 1928. These figures do not include a few thousand gallons sold to ships. Great Britain took about six times as much rum from Barbados as she did in the previous year, and the other British West Indian colonies twice as much. More active sales effort by distillers and exporters was the chief factor.

Re-exports and Transhipments

Barbados is a convenient centre for distributing goods to other parts of the British West Indies which do not enjoy such excellent steamship communication with the outside world. Consequently, re-exports and transhipments are fairly considerable; in 1928 the former totalled £304,496 in value—an increase of £13,971 over 1927—due chiefly to the large number of empty gasolene drums returned to their countries of origin, which were chiefly Trinidad and the United States. As regards transhipments, articles whose values were checked by the Customs Department totalled £185,863, an increase over 1927 of £17,994. In addition, 90,861 packages of merchandise of which no value could be ascertained were transhipped at Barbados in 1928; this figure represents a decrease of 14,971 below 1927. As in the case of re-exports, the British West Indies and British Guiana were the principal destinations of these goods, which included a

wide range of necessities of life. Small sailing craft, mostly of British register, handle most of this trade; they bring back to Barbados rice, firewood, charcoal, and animals.

Shipping

The following table shows the number and the tonnage of vessels which arrived at and cleared from Barbados in 1928:—

	Arrived		Cleared	
British—	Number	Tons	Number	Tons
Sails	506	35,028	510	36,880
Steam	414	1,447,046	414	1,445,415
Foreign—				
Sails	41	4,112	43	4,298
Steam	234	502,191	236	506,937

The number of British steamers entered and cleared increased by 27 and 27 respectively over 1927; the vessels of the Canadian National Steamships come within this heading. With the placing in commission of the new vessels, there should be a still further increase in 1929; this will be most marked in tonnage, the "Lady" ships being much larger than their predecessors.

Barbados enjoys excellent steamship communications with the world's principal countries. Vessels going from England to Trinidad, British Guiana, Jamaica, the mainland ports of the north coast of South America and the Panama Canal, call at Barbados en route and again on the return journey. The Harrison and Leyland Lines play direct between Liverpool and Bridgetown every month; the Harrison Line has a sailing from Glasgow monthly and from London fortnightly. The Royal Netherlands Steamship Company maintains a fortnightly service from Amsterdam to Barbados and Central American ports, calling at Dover on the outward and at Plymouth on the return voyage. The same company operates the Surinam Line, providing a three-weekly service from Amsterdam, calling at Dover, Madeira, Paramaribo, Georgetown (British Guiana), Barbados, Trinidad, Venezuelan ports, Curacao, Haiti, and New York; when homeward bound these vessels do not call at Barbados. The Elders & Fyffes Line have fortnightly sailings to and from Avonmouth, calling at Barbados both ways. The Canadian National Steamships Limited operate a fortnightly service with the large new steamers from Halifax and Montreal via Bermuda, the Leeward Islands, and St. Lucia. Freighters of the same line arrive at Barbados fortnightly from Canadian and West Indian ports. The Ocean-Dominion Steamship Corporation (Dominion Service) provides a fortnightly freight service between Halifax and Barbados. An irregular service is maintained by freighters of the Canadian Transport Company from Vancouver. The Lamport & Holt Line; Furness, Withy & Co.; and the Ocean Dominion Steamship Corporation (Ocean Service) provide communication between New York and Barbados. Ships of the Aluminum Line sail fortnightly from New Orleans and call at Barbados on their way to British and Dutch Guiana. Nearly all these vessels carry mails and passengers.

COPPER INGOTS, BARS, TUBES, WIRE, FOR SIAM

Mr. G. R. Heasman, Canadian Trade Commissioner in Java, has received specifications from a large firm in Bangkok, Siam, for the above equipment.

Specifications and full details as to the approximate quantities required and the name of the firm can be obtained upon writing to the Department of Trade and Commerce at Ottawa (quoting file No. 15700).

COMMERCIAL CONDITIONS IN MEXICO

C. Noel Wilde, Canadian Trade Commissioner

Mexico City, November 4, 1929.—The general business sentiment in Mexico during the past few months has been extremely difficult to define with any degree of accuracy. While certain branches of industry appear to be prosperous, others are suffering from marked depression, and there appears to be a disposition to await events before taking on new commitments, or extending industries already established. Favourable indications are found in the ease with which the attempted revolution of March and April last was dominated by the Government forces; the establishment of a branch in Mexico City by one of the most powerful banking houses of the United States; the purchase by American interests of the electric light, power and railway interests formerly controlled by British capital; the extension of the light and power systems of the Federal District; the increased influx of tourists and the reduction of bandit activities; the extension of the highway systems of the republic, and the increase of aviation in the carriage of both passengers and mail. The principal features of an unfavourable nature are the anxiety felt with regard to the operation of the projected labour law, the reduction in the output of petroleum, the difficulties of the mining industry owing to the low price of silver, recent injury to crops, and the imminence of a general election.

The more important of the above-mentioned factors are dealt with in greater detail below:—

HIGHWAYS

An elaborate and extensive system of highways is gradually being established in Mexico, with the object of opening up areas of the country which have hitherto been inaccessible to heavy traffic. Principal among these highways are those from Mexico City to Acapulco (on the west coast), from Mexico City to Puebla, from Mexico City to Toluca, and from the international boundary at Laredo to Monterrey. The program of future extension includes automobile highways from Monterrey to Mexico City (thereby giving direct road communication from the capital to all parts of the United States), and from Mexico City to Guadalajara, Veracruz, and Oaxaca. The cost of these highways has been borne entirely from taxation, no loans being raised for the purpose. They have proved of undoubted benefit to the community, and one of their results is already evident in the increased tourist trade, more especially in Monterrey, which is reported to be overcrowded with visitors from the United States and suffering from a consequent shortage of hotel accommodation. Large expenditures are also being made in connection with irrigation projects which are designed to bring into cultivation lands which have hitherto been sterile.

LABOUR LAW

Intense interest is being taken by manufacturers and all other employers of labour in the provisions of the new labour law, which is at present under discussion by Congress. It is claimed on the one hand that this law will impose such a burden on capital that many companies will find it impossible to continue their operations; indeed, a number of responsible firms of the highest standing have given publicity to their objections, and have even stated that it will be necessary to withdraw from the country if the projected legislation is not modified. The Government, however, is inviting full and free discussion, so that the points at issue may be examined in all their bearings before they definitely become the law of the land. Objections are principally in connection with the employment of Mexican workmen to the extent of 75 per cent, certain

provisions in conection with piece work, participation in profits, group contracts, workmen's committees, and more especially the provision of dwelling places for the accommodation of workmen. The general feeling is that, although minor modifications may be made before the law is finally passed, any major alterations will be the result of practical experience of its workings at a later date.

PETROLEUM

The production of petroleum continues to decrease, Mexico now occupying fourth place as a source of the world's supply. In a statement recently issued by representatives of the operating companies, it was stated that the Mexican output had declined from 193,000,000 barrels in 1921 to 50,000,000 barrels in 1928; for the first six months of 1929 the production was 21,000,000 barrels. This compared with the production of other countries as follows:—

	1922	1928
	In Millions of Barrels	
Mexico	193.4	50.1
United States	556.5	901.5
Venezuela	2.2	106.0
Russia	35.7	87.8
Persia	22.1	42.1
Other countries	58.9	134.9

The revenue from production and export taxes had during the same period fallen from the equivalent of $42,990,071 Canadian currency to $5,633,180 Canadian currency, and the number of employees had decreased from 50,000 to 17,000.

It is known that there are large deposits of oil in Mexico which are as yet undeveloped (more especially in the Tehuantepec District), and according to the operators, the falling off in production cannot be attributed to the exhaustion of the wells. On the other hand, it is stated by Government officials that the situation is due to a desire to conserve the oil in Mexico.

MINING

The mining industry is passing through a difficult period, partly on account of the low price of silver and partly on account of difficulties in connection with labour and the lack of capital for the exploitation of new metalliferous areas. It is claimed by operators that the smaller companies are finding it increasingly difficult to work at a profit, and the field is now being left to a few large companies, whose past operations, large reserves, efficient plant, and rich ores enable them to continue production under adverse circumstances.

Statistics of production for the six months ending June 30 were as follows for the years shown:—

	1929	1928
Gold ..kg.	8,896	11,170
Silver..metric tons	1,392	1,700
Lead ..metric tons	99,500	118,592
Copper ..metric tons	24,258	30,653
Zinc ..metric tons	57,989	78,200
Mercury ..kg.	39,756	42,145
Antimony ..metric tons	1,313	1,229
Arsenic ..tons	4,703	3,723

AGRICULTURE

At the beginning of October the state of the crops was reported to be on the whole satisfactory. The maize and bean crops were reported to be of an average quality and volume, with the exception of limited areas where excessive rains or drouth had injured growth. The cotton crop was defective in the Lagunera district, but gave satisfactory results in the Western States. Sugar cane was gener-

ally in good condition, with the exception of certain areas in Veracruz and Oaxaca which had been affected by floods. Bananas had also been injured by floods in the same districts, and it was anticipated that crops would be below the average. All other agricultural products were stated to be of average quality. During October there were severe frosts on the Central Plateau, and these appear to have injured both maize and beans. Complete details of the damage, however, are not yet available.

MARKET FOR BEER KEGS IN MEXICO

C. Noel Wilde, Canadian Trade Commissioner

Mexico City, October 30, 1929.—According to official statistics, there are some thirty breweries in Mexico, with an annual output of a value in excess of $13,000,000 Canadian currency. Their product is of the light lager type, and the greater part of it is sold in bottles. A substantial portion is, however, sold in barrels or kegs, and there is a steady demand for these kegs among the larger companies.

The imports into Mexico of barrels and kegs (tight cooperage) was as follows for the years given:—

	Number	Value, Canadian cy.
1922	41,556	$ 87,310
1923	43,287	101,815
1924	47,032	123,848
1925	61,437	182,825
1926	36,496	96,844

In addition, imports of staves took place as follows: 1922, 10,481; 1923, 5,182; 1924, 6,399; 1925, 5,712; 1926, 6,125.

These imports come exclusively from the United States, the greater part of them originating in Chicago and St. Louis. Germany has in the past endeavoured to enter the market, but her product is said to be unsatisfactory, as it is lacking in strength and is unable to stand the severe treatment to which beer kegs are subject in this country.

Efforts have also been made to substitute aluminium barrels for the ordinary wooden product, but these have not been successful on account of difficulties connected with cleaning. Inquiries are also being made at the present time with the object of securing barrels made of stainless steel, but it is probable that the price of these will be too high for the local market; it may therefore be assumed that the demand for wooden kegs will continue at its present rate for many years to come.

The sizes of kegs mostly in demand are halves, quarters, and eighths (60, 30, and 15 litres respectively). Of these, the 30-litre kegs are said to be most in demand, and it is probable that from 50 per cent to 60 per cent of the orders are placed for these. The balance is fairly equally divided between halves and eighths; there is practically no sale for other sizes.

All beer kegs are made of oak, and it is essential that they should be of the strongest possible construction. This special requirement is due to the fact that they are refilled much more frequently than is the custom in other countries; they are used largely for trade in the cities where the breweries are situated, and are seldom shipped long distances by rail. Thus, an average keg will be refilled four or five times a week, and it is not an infrequent occurrence for one to be sent out from the brewery at nine o'clock in the morning, returned empty at noon, refilled, and sent out a second time the same day. All barrels are cleaned and sterilized immediately they arrive at the brewery; this is done by automatic "tumblers", so that little care can be exercised in handling, and this fact accounts for the need of strength.

Beer kegs are purchased with the inside "clean"; that is to say, they are not charred. On arrival at the brewery they are coated on the inside with specially prepared pitch by means of automatic machinery, this process being designed to prevent the contents coming into contact with the wood. They are usually fitted with four galvanized hoops, galvanized "Peerless" tap bush, galvanized bung bush, and headings assembled with wooden pegs. As a rule there is no tap hole in the stave. Specifications covering these points are generally provided by purchaser.

Purchases are usually made c.i.f. Laredo (Texas), and the price includes commission to agent and 10 per cent consular fee. Quotations could, however, be made c.i.f. Veracruz if it were found more practicable to ship by water. As a guide to present prices, it may be said that the 30-litre size is selling at from $4.15 to $4.45 per barrel. Terms may be thirty or sixty days after sight, or in accordance with arrangement. In this connection, it may be said that some eight of the thirty breweries mentioned above are considered of high standing, and credit could be granted to them without undue risk. The names of these eight breweries may be obtained on application.

Breweries usually buy their barrels through local agents, although they occasionally place orders direct with the manufacturers or through purchasing agents in the United States. A Canadian exporter would find it necessary to have a representative on the ground (preferably in Mexico City) who was in touch with the market, and could make personal contact with buyers. Samples of the various sizes would have to be supplied, in order that the quality could be compared with that of competing products. It does not appear to be practicable to sell by correspondence.

IMPORT DUTIES

Import duties are as follows:—

On barrels weighing 15 kg. (33 pounds) or less each, 30 centavos per gross kilo. This is equal to 6·8 cents per pound Canadian currency.

On barrels weighing more than 15 kg. (33 pounds) each, one centavo per gross kilo., equal to 0·23 cent per pound Canadian currency.

The above duties are subject to a surcharge of 13 per cent and the fee for consular documents is 10 per cent of the value of the invoice.

CONDITIONS IN BRAZIL, JUNE TO OCTOBER

A. S. Bleakney, Canadian Trade Commissioner

Rio de Janeiro, October 29, 1929.—Since the last report from this office, which was dated May 31, reporting a commercial depression in Brazil, there has been no change for the better in the situation. Exchange has ruled steady about the stabilization rate, and imports for the first seven months of the year have continued on an increasing scale, as follows:—

	In £1,000 Sterling						
	Jan.	Feb.	March	April	May	June	July
1928	7,269	7,082	6,961	6,845	7,533	7,390	6,572
1929	7,960	7,150	7,658	6,881	8,444	6,888	7,363

The imports for the period January to July were £52,275,000 against £49,652,000.

IMPORTS

The noteworthy increase in imports is mainly credited to automobiles, which were brought in to the value of £3,797,000 as against £1,914,000 in the same period last year. The heavy increase in sales quotas has strained the resources

of dealers to the utmost, and there have been many serious failures in this trade. A great many of the cars imported have not been sold. Restriction of credit by banks and by finance corporations has had disastrous results. Other items showing increases were, in order of importance: other vehicles (rolling stock largely), from £750,000 to £1,210,000; iron and steel from £3,440,000 to £3,775,000; machines and tools, from £5,612,000 to £6,195,000; and gasolene, from £1,393,000 to £1,635,000.

The majority of the decreases were in raw materials and foodstuffs, these including wheat, which fell from £1,863,000 to £1,289,000; wheat flour, from £1,863,000 to £1,289,000; and chemical products, from £1,107,000 to £997,000.

All the principal classes of manufactured goods showed increases except fuel oil, paper and manufactures, chemicals, and sundry manufactured goods.

Apart from automobiles, which nearly doubled in value, the market showed a slight contraction in buying power—a contraction which is certain to become more accentuated owing to the rapid development of the commercial crisis during the last few months. (The material arriving up to June was probably ordered several months previously.) Many firms are now devoting the full time of their travellers to making collections and are restricting sales on unsolicited orders.

While imports have increased, it is certain that a considerable part of them will not be fully paid for owing to the large number of failures and creditors' agreements that are occurring here regularly, these yielding on an average about 30 cents on the dollar. This heavy import movement in the face of the present situation is unfortunate: with the currency stabilization plan entering a critical phase, a large favourable trade balance is much to be desired.

EXPORTS

Exports for the first seven months of the year were valued at £54,667,000 as against £56,565,000 last year—a shrinkage of 3·3 per cent against an increase in imports of 7·3 per cent. As a result, the favourable balance of trade for the seven months is only £2,392,000 as against £6,913,000 for the same period in 1928; and 1928 was a bad year in this respect. Owing to a falling off in exports at this period of the year, it closed with a favourable balance of only £6,757,000 as against £9,055,500 in 1927 and £14,378,000 in 1926. The average favourable balance for the previous five years was £17,179,000. The successive shrinkage in the favourable balance since the milreis was stabilized at 6d. threatens the success of the plan. It is estimated that Brazil's foreign commitments for the six months' period are about £17,000,000, to be met by this balance of £2,392,000 and by entries of foreign capital. The recent purchase of the Bello Horizonte Light and Power Company for £850,000 by the Bond and Share Company; entries of capital by the Itabira Iron Company—which is expected to spend large sums in Brazil within three years; a recently placed $9,000,000 loan for Minas; and the investments of Ford in the Amazon Valley in rubber-growing, will help to ease the situation, taken together with the sum of smaller investments.

There have been many press forecasts recently of a new federal loan which is urgently required to finance the accumulating coffee stocks and to support exchange, but so far this flotation has not been made, nor is it deemed probable in the near future.

Owing to the unfavourable money situation in London and New York, the placing of a new Federal or Coffee Institute loan has been postponed until a more favourable moment; but in the meantime the State Bank of São Paulo was forced to suspend loans on coffee for a few days about a week ago until the Bank of Brazil came to its assistance. As a result of the statistical position of stocks and the apparent weakness of the Coffee Institute's bank, coffee has dropped from $15\frac{3}{4}$ cents per pound spot New York on September 19 to $12\frac{3}{4}$ cents on October 23 for Rio 7's (the basic grade for Rio).

THE COFFEE DEFENCE SCHEME

The defence of coffee is administered by the Institute of Coffee of São Paulo, controlled by the State Government of São Paulo. A year ago the other coffee states of Brazil made an agreement with the São Paulo Institute extending to all states the regulation of entries into the shipping ports of Brazil with a view to restricting the visible supply. The agreement, which was renewed this year, fixes the entries into the ports according to the exports of the previous month. All states have loyally kept to this agreement, but as the other states outside São Paulo are relatively small producers and were able to export most of their crops, the agreement leaves São Paulo the burden of carrying the retained stocks. An integral part of the defence scheme is also the financing of retained stocks by the institute, which obtained various loans in England for this purpose. These in all amounted to £20,000,000, in three loans of different types, the last advance of £5,000,000 requiring to be renewed annually. They were secured by very stringent guarantees, the first loan for £10,000,000 by São Paulo State sterling bonds deposited with a trustee in London, by a specific tax on coffee, and by the assets of the Coffee Institute. Advances were usually made of 60 milreis ($7.20) per bag or more on coffee in interior warehouses or on rail. Interest rates in Brazil are about 10 per cent at present, but vary considerably from time to time.

The position at present is that at June 30, 1929, the end of the crop year, stocks in Brazil were 10,000,000 bags, with a new crop, that of 1929-30, of 22,000,000 bags, already harvested. The 1930-31 crop, which has just flowered, promises to be substantial, but may suffer from heavy rains or winds between now and next July-August, when it is harvested. As the exportation of Brazil last year was just under 14,000,000 bags, the position at June 30, 1930, will probably be:—

	Bags
Stock, June 30, 1929	10,000,000
1929-30 crop	22,000,000
	32,000,000
Less exportation, 1929	14,000,000
	18,000,000

While in Brazil the crop being harvested is not counted as in the stock, nevertheless at June 30, 1930, there is a probability of there being in the country a carry over of 18,000,000 bags of coffee to be financed and a new crop ready to be harvested. Setting aside altogether the new crop, the financing of this carry-over at even £1 a bag will be a heavy strain. If this were a temporary condition, it would not present such difficulties, but a survey of crops would indicate that it is not.

The following is a summary of recent crops:—

	Bags		Bags
1920-21	14,496,000	1925-26	14,009,000
1921-22	12,862,000	1926-27	14,184,000
1922-23	10,194,000	1927-28	28,334,000
1923-24	14,864,000	1928-29	10,000,000
1924-25	13,721,000	1929-30	22,000,000

It has been advanced as the *raison d'être* of the institute that a small crop always followed a large crop in Brazil, and this is in a general sense true of trees over ten years old. Recently, however, there has been so much new planting, attracted by high prices both in Brazil and abroad, but especially in Brazil, that the new trees coming into bearing and giving increasing yields yearly counterbalance the lean years of the old trees. Unfortunately, planting is continuing. Also the fact of the extension of the coffee industry to new zones has a compensatory effect on domestic crop conditions.

So far the Institute's propaganda abroad has not yielded much in the way of results in increasing consumption. World consumption is about 23,500,000 bags, and the countries producing mild coffees produce between 8,000,0000 and 9,000,000 bags. The consequent overproduction necessitates heavy financing in Brazil.

At the date of mailing this report, the Coffee Institute Bank has again stopped advancing money on coffee, and the coffee exchange has been closed temporarily, while delegations of the trade are waiting on the President of the Republic with a request for financial backing.

PRESIDENTIAL ELECTION ON MARCH 1, 1930

Brazil just now is in the throes of an election campaign, which so far has been orderly although feeling runs high. It is hoped and expected that the coming election on March 1 will take place under conditions and with results favourable to the prosperity of Brazil.

ECONOMIC AND COMMERCIAL CONDITIONS IN TURKEY

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

III

Turkey's Foreign Commerce

The review of the economic wealth of Turkey, as contained in the first section of this report, gives some idea of the extent and possibilities of trade with this market, both in the import and export fields. Some details are given below, from the Turkish official statistics for 1924, 1925, and 1926—the latest available—of imports and exports, quantity and tonnage only being taken into consideration.

TURKEY'S FOREIGN COMMERCE: PRINCIPAL PRODUCTS

Classification	Imports In Metric Tons			Exports In Metric Tons		
	1924	1925	1926	1924	1925	1926
Live animals (heads)	179,321	222,054	158,883	532,724	522,023	513,402
Animal products and fish	1,415	1,467	2,098	14,332	15,287	13,765
Cereals and products thereof	207,801	154,918	40,973	45,162	46,757	76,670
Fruit and vegetables	13,869	15,377	16,360	105,062	82,954	83,533
Colonial goods and sweets	60,340	75,834	70,912	1,344	1,006	609
Fermented drinks, spirits, vinegar and mineral water	669	1,971	2,222	33	266	109
Vegetable oils	5,681	4,014	7,327	1,033	11,912	1,268
Tumbeki and tobacco	311	674	267	26,874	34,490	41,561
Seeds, plants, fodder and vegetable waste	282	91	508	45,265	71,395	55,102
Raw hides and animal waste	3,207	4,394	5,185	4,634	4,413	4,001
Tanned hides, leather and furs	2,254	2,595	2,713	583	592	620
Fertilizers	404	270	1,612	848	1,580	1,286
Timber, wooden ware, baskets, sieves and brushes	14,690	8,071	9,706	81,441	95,955	115,683
Paper	16,084	17,365	22,241	3,970	3,395	3,518
Cotton and cotton goods	26,259	29,433	30,447	12,694	17,665	17,051
Flax, hemp and other vegetable material excepting cotton	7,769	10,637	8,815	415	497	1,726
Silk, silk yarn and fabrics	240	445	431	169	421	464
Wool, woollen yarn and fabrics	3,088	3,948	4,436	8,534	5,896	10,173
Ready-made suits, fashionable goods, linen goods	914	1,200	340	29	14	23
Rubber, rubber goods and oil cloth	1,403	2,012	2,101	21	28	88
Combustibles	104,821	86,065	60,164	172,261	159,547	288,648
Glass, stones, porcelain and glassware	26,798	59,618	92,390	10,735	10,547	7,647

TURKEY'S FOREIGN COMMERCE: PRINCIPAL PRODUCTS—*Concluded*

Classification	Imports In Metric Tons 1924	1925	1926	Exports In Metric Tons 1924	1925	1926
Metals	97,309	128,240	124,036	40,979	34,134	35,782
Machinery	8,604	12,515	14,481	375	485	323
Vehicles, lorries, boats	1,590	4,324	8,606	131	1,161	78
Watches, clocks and musical instruments	340	1,036	785	20	20	116
Industrial oil and grease, candles and soap	58,332	82,520	76,133	569	238	986
Explosives	1,243	1,275	1,382	....	101	....
Colours, dyes, chemicals, drugs, perfumes and resin	15,126	18,644	15,531	35,751	42,994	33,252

The value of Turkish total imports for 1924, 1925, and 1926 respectively amounted to Ltqs. 193,611,048, Ltqs. 242,314,138, and Ltqs. 234,591,722, or at the present rate of exchange, $93,901,358, $117,522,356, $113,776,985, while that of exports for the same period stood at Ltqs. 158,867,958, Ltqs. 193,119,453, and Ltqs. 187,742,801, or at the rate of exchange to-day, $77,050,960, $93,662,935, $91,055,258.

In order of importance, Turkish imports for the foregoing period ran as follows: (1) food products, cereals and their derivatives; (2) colonial goods and sweets; (3) cotton and cotton cloth; (4) metals and metal manufactures, this category having a tendency to gain some ground; and (5) wool, woollen yarn, woollen goods and ready-made clothes. The principal exports were tobacco, fruit, and vegetables.

Italy for the past few years has obtained the largest share of the import trade of Turkey, Great Britain coming next. On the other hand, Italy is Turkey's best customer. The following table shows the position of the principal countries dealing with Turkey for both imports and exports in years 1925, 1926, and 1927:—

IMPORTS INTO TURKEY, 1924-26; PERCENTAGES BY COUNTRIES

Country	1924 Percentage	Country	1925 Percentage	Country	1926 Percentage
Italy	21.17	Italy	17.92	Italy	15.83
United Kingdom	17.71	United Kingdom	15.62	United Kingdom	14.08
Germany	9.87	Germany	11.32	Germany	13.78
France	9.45	France	10.76	France	13.61
United States	5.88	United States	8.11	Czechoslovakia	7.03
Roumania	5.25	Belgium	4.93	Belgium	5.76
Belgium	4.53	Czechoslovakia	4.20	Russia	3.64
Syria	3.89	Syria	3.72	United States	3.49
Egypt	3.70	Holland	2.68	Holland	2.95
Holland	3.30	Roumania	2.63	Japan	2.56
Russia	3.29	Russia	2.52	Syria	2.44
Czechoslovakia	3.15	Egypt	2.51	Austria	2.04
Other countries	8.81	Other countries	13.08	Other countries	12.79

EXPORTS FROM TURKEY, 1924-26; PERCENTAGES BY COUNTRIES

Country	1924 Percentage	Country	1925 Percentage	Country	1926 Percentage
Italy	21.96	Italy	25.15	Italy	27.56
Germany	14.66	Germany	14.32	United States	13.22
United States	12.94	United States	13.00	Germany	12.56
France	11.83	France	12.52	France	12.22
United Kingdom	10.32	United Kingdom	9.03	United Kingdom	11.35
Syria	5.88	Syria	6.04	Greece	4.47
Greece	5.81	Greece	4.88	Syria	4.10
Egypt	5.24	Egypt	3.06	Egypt	3.97
Holland	3.04	Holland	3.02	Russia	2.80
Russia	2.35	Russia	2.54	Holland	2.34
Belgium	1.26	Belgium	1.93	Belgium	1.02
Bulgaria	1.24	Bulgaria	0.95	Bulgaria	0.83
Other countries	3.47	Other countries	2.56	Other countries	3.56

No details are given in the Turkish official statistics as to the origin of the goods imported into the country, but it is known that Great Britain sells in that market principally cotton yarn, cotton goods, woollen goods, cutlery, locksmiths' articles, machinery, food products, etc. France sends forward woollen cloth, ready-made clothes, cotton yarn, cotton goods, leather, leather articles, cereals, flour, rice, rubber goods, etc.; the goods from Germany comprise machinery, metal manufactures, tools, manufactures in general, chemicals, food products, and leather. The largest share of the Italian trade is in cotton. The United States export to Turkey automobiles, motor vehicle accessories, rubber goods, provisions, wheat, and flour.

CANADA'S TRADE WITH TURKEY

The statistics issued by the Turkish Department of Finance do not record the trade effected with Canada. Figures compiled by the Dominion Bureau of Statistics for the past two fiscal years give Canadian exports to and imports from Turkey as follows:—

CANADIAN EXPORTS TO TURKEY

Commodities	Fiscal Year ended March 31 1928	1929
Wheat ..Bush.	....	42,844
$	....	59,894
Wheat flour ..Brl.	....	1,213
$	....	6,606
Canvas shoes with rubber soles ..Pairs	450	2,794
$	370	2,066
Rubber tires ..$	1,675	85
Fish, canned ..$	....	2,853
Internal combustion engines ..No.	2	5
$	161	290
Harvesters ..No.	17	30
$	3,102	5,418
Ploughs ..$	2,708	8,961
Other farm implements and parts ..$	2,539	4,509
Automobiles, freight ..No.	32	11
$	12,037	4,140
Automobiles, passenger ..No.	67	112
$	39,485	46,051
Automobile parts ..$	....	104
Cameras ..$	....	186
All other articles ..$	563	5,790
Total exports (Canadian) ..$	62,640	146,953

CANADIAN IMPORTS FROM TURKEY

Dates ..Lb.	92,784	26,697
$	4,924	1,450
Figs ..Lb.	2,384,297	2,373,901
$	157,422	179,864
Raisins ..Lb.	689,921	670,341
$	72,148	59,785
Nuts ..$	28,210	10,082
Cotton and manufactures of ..$	1,123	205
Silk and manufactures of ..$	....	491
Wool carpets ..$	252,051	298,292
Other woollens ..$	....	97
Paper and manufactures of ..$	....	6
Iron and steel manufactures ..$	538	12
Brass manufactures ..$	175	119
Tanning articles, crude ..Lb.	112,461	....
$	3,374	....
Containers, n.o.p. (packages) ..$	1,443	1,073
Pocket books, purses, etc. ..$	113	26
Tobacco pipes, cigar holders, etc. ..$	12	23
Musical instruments ..$	1,268	132
Works of art ..$	....	66
Boxes, fancy, ornamental cases, etc. ..$	....	9
Settlers' effects ..$	50	....
All other articles ..$	3,470	2,628
Total imports ..$	526,321	554,360

There was an increment of $84,313 in Canada's export trade to Turkey in the fiscal year ended March 31, 1929, as compared with the preceding fiscal year, this increase being mainly due to increased exports of wheat and flour. In the course of the last fiscal year Canada's exports of wheat and flour combined amounted to $66,500, whereas in the preceding year not a single bushel of wheat or barrel of flour had been shipped from Canada to this country. Other increases were in canvas shoes with rubber soles, tinned fish, internal combustion engines, harvesters, ploughs and other farm implements, passenger automobiles, automobile parts, and cameras. Briefly, except for rubber tires and freight automobiles, which were exported in smaller quantities, other articles of export to Turkey from Canada increased. It is anticipated that a further increase during the current fiscal year will take place in wheat and flour.

Canada's export trade to Turkey is relatively small. This is due principally to the lack of direct means of communication between the two countries, and to the fact that the Dominion does not enjoy most-favoured-nation rates upon the entry of her goods into Turkey.

AGRICULTURAL IMPLEMENTS IN JAVA

Geo. R. Heasman, Acting Trade Commissioner

Batavia, September 30, 1929.—Java is one of the most intensively cultivated countries in the world, and as such it might be thought that there should exist a good demand for agricultural implements. However, in considering any market for agricultural implements, the type of crop is of primary importance. In Java rice is the predominant crop, followed by cassava (tapioca), sugar, tobacco, coffee, and others.

In the case of rice there is one outstanding handicap to the use of machinery, even if the natives could afford it, which they cannot. The rice fields are not really fields properly so-called, but a huge area of land divided into hundreds of small sections, each being clearly marked by mud walls a foot or 18 inches high. These walls keep in the water during flood time, which is the planting season. The planting is all done by hand, the rice being transplanted from the beds in which the seed was originally sown. The harvesting is also done by hand.

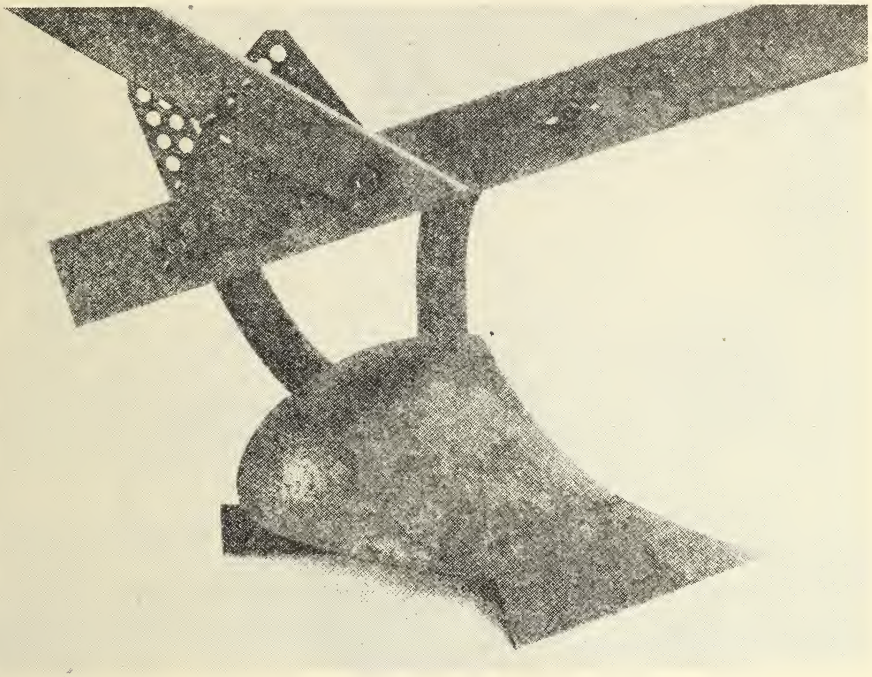
In the case of sugar, possibilities are also small. Sugar cane is planted in large areas in deep furrowed rows, too wide for ploughs to make, each of which is gradually filled in as the young sugar cane increases in size and strength, until finally the appearance of the ripened and matured sugar cane is somewhat like a field of yellow corn, only about three times its height. A few tractors have been tried and are still imported for sugar estates, but one of the great disadvantages to contend with is the soft ground. In the case of sugar cultivation it is hard to see how any modern agricultural implements such as are made in Canada could be of service. From start to finish it is a hand process.

Only where new virgin land is to be laid open for cultivation purposes might one or two machines be used for uprooting trees, ploughing and tilling of the soil, etc. In fact, there are estates in Java known to use modern machinery, but their number is very limited.

The method of planting cassava and tobacco leaves room for the use of a few agricultural implements, but up to the present time little effort has been made to put modern appliances to work. The native is by nature conservative; and add to this his lack of financial means, and the reason is apparent why Java does not make faster progress in the use of modern agricultural implements.

The Government has devoted considerable time to developing various implements which would either perform the work better under prevailing conditions or produce a given amount of labour in a shorter space of time. The imple-

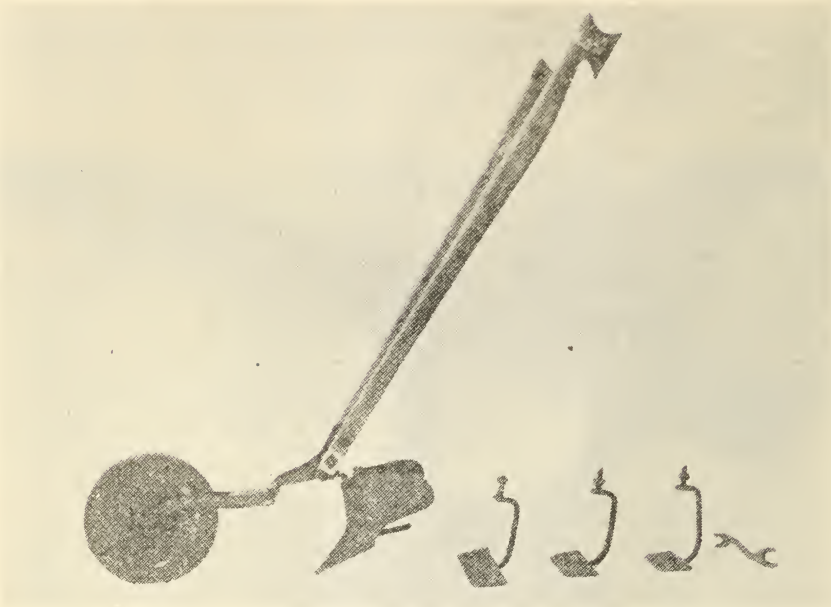
ments thus devised, although appearing crude to the western mind, have gained considerable popularity in this country. They consist of the Muarah plough, the Muarah weeder, the Katjip weeder, the Landak and the Landak Kembar. The majority of the implements are for the purpose of weeding, which consumes so much time.



The "Muarah" plough.

The Muarah plough is a simple iron plough designed to replace entirely the wooden native plough for use in semi-heavy soil. Its chief difference from the native plough is that less draft power is required to plough a certain depth. The instrument allows of easy and accurate adjustment for a depth of from 5 to 20 centimetres, which to a Canadian Western farmer, in the case of the first figure at least, would be a mere scratching of the ground. The wear and tear of this plough is very small, and it weighs little more than the ordinary native plough. The price is slightly higher, retailing at about $4 each.

The largest item of expenditure in the cultivation of seasonal crops is weeding, and it was with the object of cutting down this expenditure that the local Government designed the Muarah weeder. If compared with the parang, the native chopping knife, and still the most used for weeding purposes, a considerable saving in cost of weeding will be effected. Experiments have proved that weeding a plantation of cassava, for instance, with the native chopping knife would cost from $2.40 to $3.20 per acre. This plantation could be clean-weeded with the Muarah weeder at approximately one-fourth of the cost. Weeding with the Muarah weeder has moreover the advantage that it can be repeated frequently even if labour is scarce. This implement when sold complete has a small " hiller ". This allows for the hilling of ground-nuts or potatoes. Furthermore, by removing the wings of the hiller the implement can act as a digger to cut small furrows for the sowing of seeds. This implement is not patented, and can therefore be copied by any manufacturer. In fact, the Government will supply actual models for copying purposes. The present price of a Muarah weeder, excluding packing and transport, is, with three different shears of even

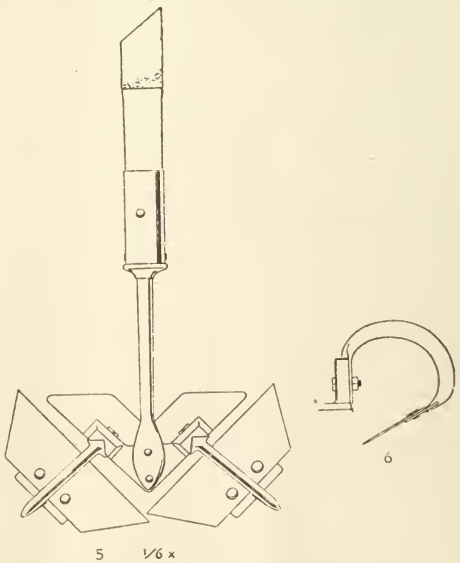


The "Muarah" weeder.

width, or with one shear and one hiller, $3.20; and with three shears and one hiller, $4.20.

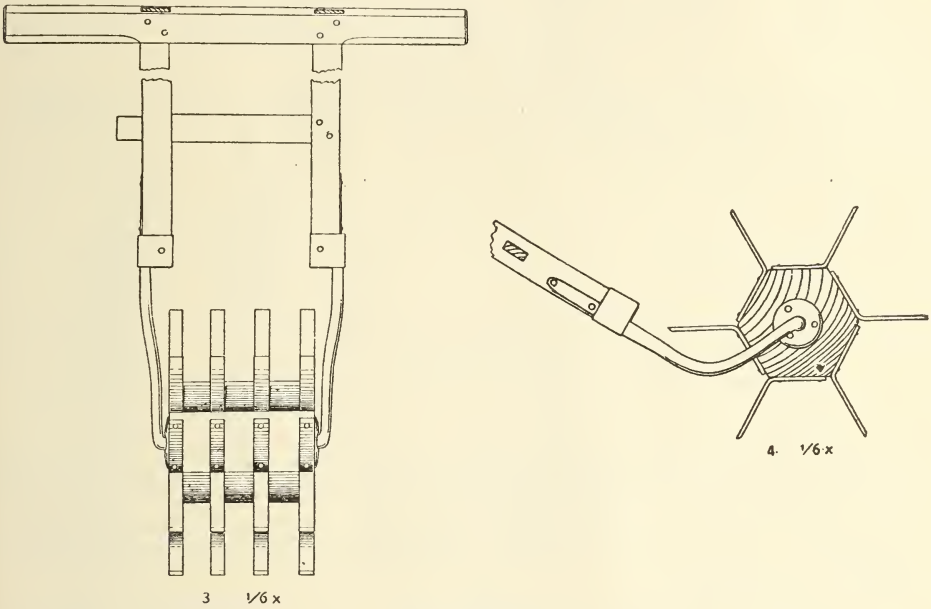
The weeding of sawah paddy, which is rice grown in irrigated fields, is an important process in the cultivation of this crop, not only because weeding exterminates the wild growth, but because paddy or unhusked rice is very sensitive to any slight loosening of the soil in between the plants. The usual native way of weeding is such a time-consuming method that this operation can be performed not more than twice, and often only once.

As a result of experiments, the following weeding implement has also been devised and has given satisfactory results under certain conditions:—



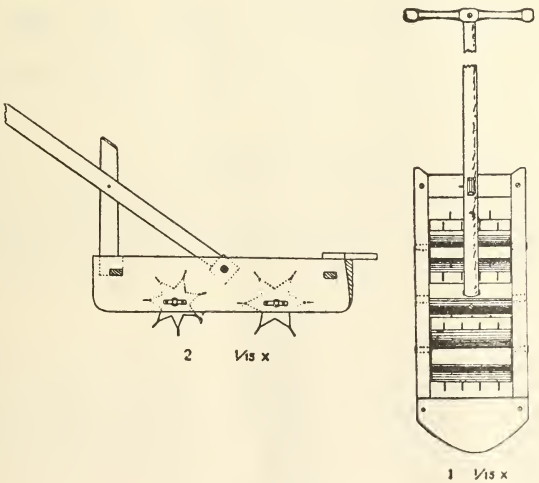
The Katjip.

The Katjip is an implement of Italian origin. It is worked by pushing it between the paddy plants where it slips over the mud, and when pulled back again the shears cut a few centimetres into the subsoil. By this operation the weed plants are cut just below the earth surface and weeding may be done fairly rapidly. If the paddy is planted in rows, the work can be done in just half the time required for weeding in the native way—that is, with hands and feet—and also at half the cost. The price of this weeder is about $1.50 each.



The Landak.

The Landak is an implement made similar to a device used in Japan for weeding sawah paddy. The Javanese instrument has been altered, however, to suit local conditions. By revolving the rotary disc with prongs forward and backward between the plants, the weeds are flattened against the earth and worked into the muddy soil. This implement can be used to advantage in fields where paddy is grown in rows. It retails at about $1 each.



The Landak Kembar.

The Landak Kembar is of Chinese origin. The implement as illustrated works in much the same way as the Landak. The weeds are flattened against the earth and buried in the muddy soil. In order to use this instrument it is necessary that the paddy be planted in fairly straight rows to make it possible to weed between the plants. It is the best type of instrument yet devised for paddy so planted. This article retails at about $1. Models are obtainable at cost price for copying by any interested manufacturer.

The nature of the main crops in Java—in fact in the whole of the Middle East—accounts for the small imports of agricultural implements. The import statistics in this respect are somewhat misleading, even though they are low. They not only include the implements described above, but all kinds of small garden tools. The figures with main supplying countries for Java are submitted below for what they may be worth:—

Supplying Countries	Florins 1927	Florins 1928
Total	458,901 ($183,560)	476,168 ($190,467)
Holland	50,393	59,652
United Kingdom	103,131	91,344
Germany	276,638	243,980
France	5,440	49,509
Canada	....	1,175
United States (Atlantic and Pacific Coasts)	12,463	12,697
Belgium	2,786	1,451
Sweden	1,660	7,241
China	1,241	1,246
Japan	1,444	1,298

Canada is shown as having exported less than $500 worth, but there is no means of telling of just what this consists.

Germany is by far the chief source of supply for such few implements as are imported. The low-priced article, with quality of secondary consideration, is the most in demand.

If Canadian manufacturers of small garden and farm tools believe they can meet Continental competition, the office of the Trade Commissioner, Batavia, will be glad to receive prices and all pertinent information, when a detailed report will be submitted.

Furthermore, manufacturers who believe they can make the simple ploughs and weeders in accordance with the above illustrations at a competitive price should also communicate with the Trade Commissioner.

FOREIGN TRADE OF CHINA IN 1928

L. M. Cosgrave, Canadian Trade Commissioner

II

General Imports

[1 picul = 133⅓ pounds; 1 Haikwan tael = 70 cents Canadian approximately]

It may be of interest to Canadian manufacturers to review briefly a few of the principal commodities indicative of the general trend of imports into China:—

ARTIFICIAL SILK

One of the remarkable developments of the past year has been the greatly increased imports of artificial silk, despite China's important position as a source of pure silk. The cheapness of the raw material and low production costs in foreign countries has, however, made it worth while for the Chinese importers to bring in large quantities of this material and interweave it with the China

pure silk, giving a better all-round value, and, with its greater lustre, a more attractive appearance. Italy supplies by far the greatest quantity, though steady importations from Great Britain and Germany have been noted.

Importations of artificial silk and its fabrics during the last three years were as follows:—

	1926	1927	1928
Artificial silk floss and yarn . . . . . piculs	42,781	82,169	123,780
Artificial silk and cotton piece goods yards	3,663,698	5,130,123	7,095,584
Artificial silk and woollen piece goods yds.	368,781	221,473	790,746
Artificial silk piece goods . . . . . yards	1,151,304	869,193	1,815,204

METALS AND MINERALS

With the general shortage of stocks and high prices ruling in 1927, it was natural that, with more peaceful conditions such as existed in 1928, large replacements should take place, and it was possible to proceed with many important industrial schemes throughout the country which had been in abeyance for some years. A number of new power plants and telephone systems were installed, thus creating a demand for copper wire and cables and galvanized telephone wire. With Manchuria continuing to develop her railways, large orders were placed for rails and accessories from the United States, and locomotives and rolling stock from Great Britain, Germany, and the United States. In view of the new Government's schemes for railway expansion and more satisfactory terms of payment, the outlook in this direction is extremely promising.

Throughout China a large increase in building activity took place during the year under review and many new roads were laid down. Due to the fact that a number of importers have been over sanguine, stocks in many lines, such as corrugated and plain sheets, galvanized iron wire, and structural steel, have been bought too far in advance of actual requirements.

MACHINERY

Imports of machinery and machine tools were as follow:—

	1927		1928	
Machinery—	Hk. Tls.	$	Hk. Tls.	$
Agricultural	665,976	475,500	743,364	520,100
For electric power stations	1,291,531	903,700	1,315,912	920,500
Printing, book-binding and paper-cutting	434,528	313,800	769,093	538,300
Propelling	2,979,961	2,085,300	2,565,988	1,795,500
Pump and pumping	533,925	373,100	782,102	547,400
For the textile industries	3,709,254	2,596,300	4,105,157	2,873,500
Machine tools	314,708	219,800	441,502	308,700

ELECTRICAL MATERIALS AND ACCESSORIES

Business done in electrical materials and accessories in 1928 was somewhat disappointing, though in North China and Manchuria the demand was well maintained owing to the installation of several large power plants. In telephone materials the market continued to improve, and the installation of automatic systems in Nanking and Shanghai, together with long-distance telephone lines between the larger cities, kept up the general level. The following table gives an indication of the sources of supply during the last two years:—

	1927		1928	
	Hk. Tls.	$	Hk. Tls.	$
Japan	4,089,859	2,863,000	4,176,772	2,923,200
Great Britain	1,588,516	1,111,600	2,042,511	1,429,400
United States	1,561,239	1,092,700	1,894,746	1,325,800
Germany	966,298	676,200	1,321,059	924,700
Hongkong	777,647	543,900	742,525	519,500
Russia, Pacific ports	280,849	196,000	413,086	289,100
Belgium	212,683	148,400	299,197	229,300
Holland	123,092	86,100	242,160	169,400
France	243,435	170,100	165,841	115,500

TIMBER

Chinese requirements in both soft woods and hard woods increased though severe competition made profits comparatively low. A quickening of building activity in the main ports and cities, together with repairs and renewals on the Chinese Government Railways, accounted for the better market. In hard woods for the furniture and allied trades, the Philippines and Borneo competed strongly. Japanese and Siberian pine is not available in sufficient quantities to meet the requirements of the developing match industry and importers would be interested in obtaining a substitute from the Pacific Coast. At the present time, cottonwood is being used from Canada, but supplies are limited.

The following table shows the principal sources of supply of soft wood timber and of hard wood. The increase in soft woods was from 219,000,000 superficial feet in 1927 to 309,000,000 in 1928, and in hard woods from 39,000,000 to 49,000,000.

Soft Wood

	Sup. Ft.		Sup. Ft.
United States	168,037,000	Russia, Pacific ports	15,386,000
Japan	82,424,000	Canada	14,332,000
Korea	16,818,000	Russia and Siberia	12,190,000

Hard Wood

	Sup. Ft.		Sup. Ft.
Japan	16,435,000	Hongkong	4,121,000
Philippines	10,874,000	Singapore	3,867,000
Russia, Pacific ports	5,756,000	Canada	1,671,000
Dutch Indies	5,719,000		

PAPER

The year showed a satisfactory recovery from the serious overstocked situation in 1927. It took most of the first half of 1928 to clear the supplies of the chief imports, newsprint and M.G. cap. The restricted movement from Japanese sources due to the boycott materially helped to clear the market and supply up-country requirements.

During the latter half of the year, all classes of paper moved upward and competition from North America became more noticeable. Increased trade is reported in the better qualities of paper from Europe and North America, and with better transport conditions in the interior importers are anticipating a volume of forward orders. Negotiations were in progress during the latter part of the year with Canadian mills, and the outlook is promising in newsprint, krafts, bonds, and bank-note paper.

Japan appears to dominate the supply of the cheaper grades of paper of all kinds, but as manufacture in China is still confined to the production of the cheapest qualities it does not appear likely that importations of other trades will be affected for some time to come. This, coupled with the fact that Japan is unable so far to produce more than part of China's requirements in the lighter weights of newsprint, seems to indicate that the China market as a whole should in the near future prove a favourable one for Canadian producers.

Importations of the main varieties of paper during the last few years were as follows:—

	1926 Piculs	1927 Piculs	1928 Piculs
Common printing	806,258	665,759	863,536
M.G. cap	496,518	517,546	420,117
Printing	263,798	183,031	281,680

MAIN GROUPS OF IMPORTS

In order to have a general view of China's import trade, a comparative table of the main groups of imports of those commodities in which Canada already participates, or is in a position to participate, for the past three years, is given below:—

	1926	1927	1928
Bags, gunny, old and new ..Piculs	1,014,450	996,602	1,169,591
Bicycles ..Pieces	16,504	13,921	18,837
Building materials ..Hk. Tls.	3,058,892	3,307,213	3,576,580
Casks, etc., empty ..Hk. Tls.	208,687	64,559	429,636
Cigarettes ..1,000	7,739,028	4,780,674	9,543,574
Cigars ..1,000	24,529	14,934	23,222
Coal ..Tons	2,897,572	2,318,783	2,426,648
Flour, wheat ..Piculs	4,285,124	3,824,674	5,984,903
Gasolene, etc. ..Gall.	12,797,291	13,203,446	20,041,590
India-rubber tires and inner tubes ..Hk. Tls.	2,133,028	2,385,167	3,439,001
India-rubber boots and shoes and other manufactures ..Hk. Tls.	2,254,212	3,569,595	4,948,306
Kerosene ..Gall.	232,991,961	163,969,137	262,792,609
Liquid fuel ..Tons	133,728	156,546	221,668
Locomotives and tenders ..Hk. Tls	1,441,711	2,224,324	1,563,856
Lubricating oil ..Gall.	9,025,798	8,099,514	12,384,563
Matches, wood, safety or other ..Gross	3,703,130	6,025,830	6,426,966
Milk, condensed ..Piculs	57,992	55,399	76,848
Motor cars ..Pieces	4,499	3,328	4,065
Munitions of war ..Hk. Tls.	2,120,476	6,880,494	11,398,680
Railway carriages and wagons (inc. tram-cars) ..Hk. Tls.	2,004,499	3,247,284	2,288,596
Rice and paddy ..Piculs	18,700,797	21,091,586	12,656,254
Seaweed and agar-agar ..Piculs	747,252	482,857	464,590

EXPANSION IN UGANDA'S TRADE

Following an improvement in the yield from the Uganda cotton crop there was a general expansion of imports into the protectorate during last year, and besides a marked increase in supplies of cotton goods, which is by far the principal class of imports, advances were recorded in respect of tobacco, jute bagging and sacking, motor vehicles, bicycles, tires and tubes, petrol, kerosene, aluminium, hollow-ware, rice, sugar, and spirits. Decreases, however, took place in imports of industrial machinery and corrugated iron sheeting.

According to a Colonial Office report, the total value of trade imports into Uganda for consumption in the territory was £1,988,104, as compared with £1,819,961 in 1927. All classes of cotton tissues and manufactures showed increased quantities, but decreased values were recorded under bleached and dyed piece-goods. Notwithstanding these decreases, the total value of cotton textiles imported during the year advanced by £155,785 to £676,299. Piece-goods at £580,888 constituted the largest class. Imports of cotton blankets amounted to £73,795, and cotton yarns and manufactures to £21,616. The value of cigarettes, tobacco and cigars imported rose from £79,018 to £90,967. The decrease in industrial machinery and parts amounted to nearly £4,000, the value of imports last year being £41,859, but corrugated galvanized sheets declined by over £7,000 to £24,210.

Uganda's domestic exports during the year were valued at £3,395,270, as compared with £2,310,300 in 1927, representing an increase of no less than £1,084,970, or 46·96 per cent. Cotton maintained its predominant position, shipments under this head increasing from 526,911 centals valued at £1,690,838 in 1927 to 553,944 centals valued at £2,475,328 last year.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH OF OCTOBER, IN EACH YEAR, 1920, 1921, 1928, AND 1929; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND FOREIGN TARIFFS DIVISION).

Commodoties	Montn of October				United States Tariff Rates in force		
	1920	1921	1928	1929	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—							
Cattle..... No.	45,116	25,236	28,141	33,233			
$	3,484,614	616,577	2,015,391	2,034,696	Free	30 p.c.	(a)
Horses..... No.	256	119	43	70			
$	50,455	28,247	6,825	11,555	10 p.c.	10 p.c.	(b)
Poultry..... No.	109,136	168,937	100,667	105,204			
$	123,223	150,962	87,041	80,399	1c. per lb.	1c. per lb.	3c. per lb.
Sheep..... No.	43,310	23,533	2,227	794			
$	404,331	114,692	25,163	6,975	Free.	(c)	$2 per head
Fruits—							
Apples, green or ripe..... Brl.	4,121	257,058	18,562	47,570			
$	18,211	1,341,523	87,998	223,456	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried..... Lb.	.....	177,400	.....	.....			
$	.....	17,329	.....	.....	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh..... Lb.	.....	.....	325,368	946,419			
$	10,187	3,472	28,649	91,691	½c. per qt.	½c. per qt.	1¼c. per lb.
Grains—							
Barley..... Bush.	128	.....	.....	.....			
$	128	.....	.....	.....	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans..... Bush.	21	.....	2,666	66,267			
$	106	.....	10,605	249,876	25c. bu. 60 lb.	2c. lb.	1¾c. lb.
Buckwheat..... Bush.	5,431	6,917	346	5,797			
$	7,355	8,534	263	6,143	Free	Free	10c. per 100 lb.
Oats..... Bush.	12,600	66,989	149	1,275			
$	10,028	37,248	73	946	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, whole..... Bush.	2,728	24,323	1,459	2			
$	17,285	71,850	4,057	7	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split..... Bush.	.....	2,100	.....	.....			
$	.....	7,371	.....	.....	20c. bu. 60 lb.	20c. bu. 60 lb.	1½c. lb.
Rye..... Bush.	86,055	6,482	.....	.....			
$	148,065	5,484	.....	.....	Free	Free	15c. bu. 56 lb.
Wheat..... Bush.	8,311,789	1,650,045	1,019,877	201,707			
$	20,705,051	2,109,962	1,119,684	224,279	Free	35c. per bush.	42c. bu. 60 lb. (d)
Grain Products—							
Bran shorts, and middlings Cwt.	72,822	97,002	289,680	107,621			
$	162,253	96,297	373,806	163,571	(e)	(e)	(e)
Wheat Flour..... Brl.	131,374	41,992	304	3			
$	1,570,509	284,010	1,717	23	Free	20 p.c.	1·04 p. 100 lb. (f)
Meats—							
Bacon, hams, shoulders and sides..... Cwt.	467	115	3,273	1,765			
$	17,277	4,175	111,975	76,381	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen..... Cwt.	31,011	30,040	41,773	37,531			
$	480,880	299,121	667,267	551,444	Free	2c. per lb.	3c. per lb. (g)
Mutton and lamb, fresh, chilled and frozen..... Cwt.	15,806	15,035	970	537			
$	420,631	226,155	23,284	12,234	Free	2c. per lb.	(h)
Pork, fresn, chilled or frozen..... Cwt.	2,281	316	11,460	857			
$	71,950	10,989	239,044	22,292	Free	2c. per lb.	¾c. per lb.
Pork, dry-salted and pickled..... Cwt.	79	.....	302	330			
$	1,124	9	6,229	7,297	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed..... Lb.	.....	.....	12,357	9,969			
$	1,688	2,368	3,674	3,300	2c. per lb.	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts..... Cwt.	2,834	1,398	5,814	5,830			
$	44,948	13,489	79,161	82,315	Free	25 p.c.	20 p.c.
Milk and milk products—							
Butter..... Lb.	479,250	942,176	8,800	2,000			
$	250,204	334,921	3,393	851	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cheese..... Lb.	74,546	1,224,121	836,500	291,600			
$	19,290	193,373	217,011	76,808	20 p.c.	23 p.c.	(j)

(**a**) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (**b**) Horses valued at not more than $150 each, $30 per head; more than $150 each, 20 per cent. (**c**) Sheep, one year old or over, $2 per head; less than one year old, $1 per nead. (**d**) Prior to April 6, 1924, 30c. per bush. (**e**) Prior to May 27, 1921, and from May 27, 1921 to September 21, 1922, free if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad val.; subsequent to April 6, 1924, if from wheat 7½% ad.val.; if from other cereals, 15% ad. val. (**f**) Prior to April 6, 1924, 78c. per 100 lbs. (**g**) Applies to particular meat in question when "fresh". (**h**) Mutton, fresh, 2½c. per lb.; lamb. fresh, 4c. per lb. (**i**) Prior to April 5, 1926, 8 cents per lb. (**j**) Cheese, 5c. per lb. but not less than 25 per cent. Cheese of Swiss or Emmenthaler type subsequent to July 8, 1927, 7½c. per lb. but not less than 37½%.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH OF OCTOBER IN EACH YEAR, 1920,1921, 1928 AND 1929; WITH UNITED STATES TARIFF RATES IN FORCE—Concluded

Commodities		Month of October				United States Tariff Rates in force		
		1920	1921	1928	1929	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Milk and milk products—Con.								
Cream	Gal.	144,425	174,252	273,855	228,543			
	$	227,144	262,778	507,878	457,197	Free	5c. gal. (k)	30c. gal. (k)(l)
Milk, fresh	Gal.	106,045	147,128	448,965	280,968			
	$	33,283	34,373	103,654	67,437	Free	2c. gal. (k)	3½c.gal.(k)(m)
Milk, condensed, evaporated, and milk powder	Lb.	1,088,144	31,918	264,900	148,200			
	$	150,595	7,013	38,812	13,752	Free	2 c. per lb.	1c.–3c. lb.
Seeds—								
Clover seed, alsike	Bush.	1,204	11,135	5,684	10,937			
	$	18,741	105,253	76,457	86,426	Free	Free	4c. per lb.
Clover seed, alfalfa and red.	Bush.	.....	.....	233	.....			
	$	.....	.....	2,321	.....	Free	Free	4c. per lb.
Clover seed, other	Bush.	1,150	744	2,125	560			
	$	8,017	3,002	8,206	1,579	Free	Free	(n)
Flaxseed	Bush.	74,266	694,991	141,586	94			
	$	229,583	1,305,252	259,405	192	20c. bu. 56 lb.	30c. bu. 56 lb.	56c. bu. 56 lb. (o)
Grass seed	Bush.	2,272	11,429	12,529	9,374			
	$	5,077	44,262	26,644	14,070	Free	Free	2c. per lb.
Vegetables—								
Potatoes	Bush.	318,434	118,135	18,766	410,340			
	$	284,551	104,010	13,988	390,206	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar beets	Ton	2,037	2,917	13,107	12,350			
	$	18,261	17,675	78,617	69,423	5 p.c.	5 p.c.	80c.ton 2,240lb
Turnips	Bush.	288,067	484,403	490,854	508,834			
	$	74,158	139,657	100,022	205,862	15 p.c.	15 p.c.	12c. per 100 lb.
Miscellaneous Products—								
Eggs	Doz.	47,163	76,237	112	15,491			
	$	31,869	34,369	40	5,086	Free	Free	8c. per doz.
Hay	Ton	13,485	98	2,732	1,606			
	$	308,493	1,720	27,362	14,977	$2 ton 2,240 lb.	$2 ton 2,240 lb.	$4 ton 2,240 lb.
Maple sugar	Lb.	706,332	193,178	484,016	495,512			
	$	180,800	13,925	92,700	100,198	3c. per lb.	3c. per lb.	4c. per lb.
Tallow	Cwt.	867	719	3,884	364			
	$	11,609	4,132	31,741	2,446	Free	Free	½c. per lb.
Wool	Lb.	384,642	83,275	815,903	661,013			
	$	124,631	8,188	307,349	191,193	Free	(m)	(m)
Total value of above commodities	$	29,726,605	8,063,767	6,787,506	5,546,583			

(k) i.e., 231 cubic inches about equal to five-sixths of imperial gallon. (l) Prior to June 13, 1929, 20c. gal. (m) Prior to June 13, 1929, 2½c. gal. (n) Clover-seed, crimson, 1c. per lb.; white, 3c. per lb., and other, 2c. per lb. (o) Prior to June 13, 1929, 40c. bu. 56 lbs. (p) Dutiable at various rates. See **Commercial Intelligence Journal** No. 974, Sept. 30, 1922, pages 516-7.

FORTHCOMING LEATHER GOODS EXHIBITION AT BERLIN

Mr. M. B. Palmer, Assistant Trade Commissioner in Hamburg, writes under date November 6, 1929, that arrangements are now being made preparatory to an International Leather Exhibition which is being held in Berlin, September 18 to 21, 1930.

In department B, group 4, exhibits of all classes of footwear are to be shown, and in this connection an opportunity is afforded to display certain Canadian products which find a market in this territory. These include rubber footwear of all kinds, canvas shoes with rubber soles, moccasins and slippers.

For ordinary stands a floor space charge of R.M.24 ($5.71) per square metre (approximately 1·2 square yards) is made, while for corner stands the charge is R.M.27.50 ($6.55) per square metre.

The Canadian Trade Commissioner at Hamburg will be glad to supply any further information or assistance desired by interested Canadian exporters.

BRITISH MERCHANDISE MARKS ACT: RAW TOMATOES

Referring to the notice published on page 113 of *Commercial Intelligence Journal* No. 1329 (July 20, 1929), a draft order has now been issued, based upon the report of the Merchandise Marks Committee respecting tomatoes. If this draft is confirmed by Parliament, it will become obligatory for containers of raw tomatoes imported into the United Kingdom to bear an indication of origin.

PROPOSED MARKING OF WALLPAPER IN GREAT BRITAIN

Mr. Harrison Watson, Canadian Government Trade Commissioner, London, writes that the Standing Committee appointed by the British Board of Trade, will hold an inquiry on December 9 and 10 concerning whether imported wallpapers, ceiling papers, and similar wall and ceiling decorations, including borders and friezes made of paper wood-pulp or similar materials, should be required to bear an indication of origin.

IMPORTATION OF FERTILIZERS INTO SOUTH CHINA

Mr. Paul Sykes, Canadian Trade Commissioner at Hongkong, has forwarded information respecting the importation of fertilizers into Canton. It has been announced that importers of chemical manures or manufacturers of mixed fertilizers are to submit every consignment of cargoes, together with the invoice and chemical analysis, for inspection by the Bureau of Agricultural Inspection at Canton before the cargoes are permitted to be shipped or transshipped into any part of South China, to include Kwangtung, Fukien, Kwangsi, and Yunnan provinces.

The Bureau, it is stated, will collect 1 per cent ad valorem on cargoes thus inspected. Samples will be taken from each shipment if the Bureau inspectors deem it necessary. Should the analysis show that the fertilizer contains the guaranteed quantity of nutrient elements and is free from toxic matter, certificates and inspection labels, to be attached to every bag, will be issued accordingly. These regulations apply to cargoes which arrive at Canton or at the first port of entry after October 1, 1929.

CANNED FRUIT IMPORTATIONS INTO HOLLAND: NEW REGULATIONS

Lester S. Glass, Acting Trade Commissioner

Rotterdam, October 22, 1929.—A royal decree of the Netherlands, dated August 9, 1929, and effective from October 1, sets forth new regulations for the tariff treatment of preserved fruits in relation to the sugar content. Such goods, since the tariff revision of 1924, are dutiable at 20 per cent ad valorem if added sugar in them does not exceed 5 per cent. If the added sugar exceeds 5 per cent, there is a specific duty of 27 florins per 100 kilograms ($10.80 per 220 pounds), plus 8 per cent ad valorem for packages up to 2·64 pounds. In determining the amount of added sugar, allowance is made for natural fruit sugar content. It is this allowance or constant for each type of fruit that is affected by the new regulations. The figure that had been set by the Tariff Act of 1924 as the average percentage of natural sugar of the fruit has been regarded as too high, and representation was made that the minimum natural sugar content should be taken as the constant. In the case of peaches there is as little as 4 per cent natural sugar content, and the figure set in 1924 was 11 per cent. At the same time, however, peaches may contain as much as 16 per cent.

As a result of representations, however, new coefficients have been authorized. The coefficient for the more important fruits, together with the old figures, are given below:—

Commodity	Percentage	Old Percentage
Apricots	7½	8
Apples	6	8
Cherries	9	11
Pears	8	11
Peaches	7	11
Plums	9½	14

These percentages are deducted from the total sugar percentage content of the fruit and the syrup.

EFFECT ON IMPORTATIONS

The new regulations have, among the leading importers in this country, occasioned considerable apprehension. Imports of canned fruits are fairly large: 2,423,613 kg. (5,331,948 pounds) valued at 917,525 fl. ($367,000) in 1927 and 2,749,458 kg. (6,048,807 pounds) valued at 1,011,095 fl. ($404,430) in 1928.

Since the buying power of Dutch consumers is relatively low—slightly over 1 per cent of the population have an annual income in excess of $2,000—by far the greater portion of this fruit is of second quality, and it is this grade which apparently will be hardest hit. Fruit of this grade is canned with a maximum amount of added sugar, equal to from 3 to 3½ per cent of the total content of the can. The natural sugar content of fruit varies widely, according as it is more or less ripe. Thus before October seconds could be imported with a reasonable amount of certainty as regards duty payable, for, using again the peach analogy, the 11 per cent of sugar considered as natural fruit sugar, plus the 5 per cent which can be added, made it possible to have a total content of 16 per cent sugar, and as the actual quantity of added sugar was by measure no more than 3 per cent, fruit with a natural sugar content of 13 per cent could be used. This percentage of sugar content is above the average.

Now, however, the constant has been reduced to 7 per cent, which permits no fruit with more than 9 per cent natural sugar to be used. As a result, the importers have absolutely no way of determining whether the seconds may be imported under the low tariff or whether they will have to pay the general amount of 27 fl. per 100 kg. plus 8 per cent ad valorem.

If it is the latter, the duty paid will be from 60 to 70 per cent of the value of the merchandise, which will make competition impossible. The same difficulty is met with regard to quotations; when prices are closely shaded the buyer is hesitant about making any purchases when there is so much uncertainty about the duty.

Each consignment is subjected to examination.

TREATMENT OF COMMERCIAL SAMPLES IN BARBADOS

Mr. F. L. Casserly, Acting Trade Commissioner in Trinidad, writes that the Barbados Trade Act, 1910, has been amended, effective from July 20, 1929, as regards tariff treatment of commercial samples. Samples formerly were allowed to be taken from a warehouse without the payment of duty and could be retained by the importer up to two years from date of bonding. Duty was payable when the samples were sold, but in any case at the expiration of that period. The amendment in respect of samples empowers the Comptroller of Customs to allow samples to be taken of any goods in Government bond, with or without entry and with or without payment of duty, according to his discretion; provided that when such samples are removed without payment of duty, they shall either be returned to the bonded warehouse or the duty paid on them within one month from the date of removal.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department, Wellington, as follows:—

(1) Twenty tension gauges, reed type, with sector-shaped scale, measuring 0-50 grammes, for measuring contact pressure of relay springs; twenty tension gauges, similar to above, but measuring 100 to 500 grammes. (2) (Parts for British Post Office No. 121 wall telephones) 150 mountings, dial, automatic, to British Post Office drawing No. 8586; 500 dial fixing plates, detail 2, as shown on latest British Post Office drawing No. 8642. (Tenders close January 21.)

Tenders should be addressed to the Secretary, Post and Telegraph Department, Wellington.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING NOVEMBER 18

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November, 1929, with the official bank rate. Those for the week ending November 12, 1929, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Nov. 12	Nominal Quotations in Montreal Week ending Nov. 18	Official Bank Rate
Austria	Schilling	.1407	$ .1455	$ .1453	8½
Belgium	Belga	.1390	.1428	.1426	4½
Bulgaria	Lev	.0072	.0072	.0073	10
Czechoslovakia	Krone	.....	.0302	.0302	5
Denmark	Krone	.2680	.2736	.2732	5½
Finland	Markka	.0252	.0257	.0257	7
France	Franc	.0392	.0402	.0416	3½
Germany	Reichsmark	.2382	.2440	.2438	7
Great Britain	Pound	4.8666	4.9789	4.9712	6
Greece	Drachma	.0130	.0132	.0132	9
Holland	Guilder	.4020	.4121	.4113	5
Hungary	Pengo	.1749	.1787	.1785	7½
Italy	Lira	.0526	.0534	.0533	7
Jugo-Slavia	Dinar	.1930	.0180	.0180	6
Norway	Krone	.2680	.2736	.2732	6
Portugal	Escudo	1.0805	.0459	.0459	8
Roumania	Leu	.0060	.0061	.0061	9½
Spain	Peseta	.....	.1437	.1424	5½
Sweden	Krona	.2680	.2743	.2740	5½
Switzerland	Franc	.1930	.1979	.1978	3½
United States	Dollar	1.00	1.0209	1.02	4½
Argentine	Peso (Paper)	.4244	.4257	.4239	..
Brazil	Milreis	.1196	.1210	.1203	..
Chile	Peso	.1217	.1238	.1236	6
Colombia	Peso	.9733	.9880	.9894	8
Mexico	Peso	.4985	.4906	.4897	6-7
Peru	Libra	4.8666	4.0850	4.0800	8
Venezuela	Bolivar	.1930	.1965	.1963	..
Uruguay	Peso	1.0342	.9982	.9919	..
Cuba	Peso	1.0000	1.0003	1.0003	..
Java	Guilder	.4020	.4110	.4105	5½
Shanghai	Tael	.....	.5604	.5600	..
India	Rupee	.3650	.3714	.3710	7
Japan	Yen	.4985	.4983	.4992	5.48
Siam	Baht (Tical)	.4424	.4646	.4641	..
Straits Settlements	Dollar	.5678	.5795	.5775	..
Jamaica	Pound	4.8666	4.9760	4.9699	..
British Guiana Barbados Trinidad	$	1.0000	1.03 1/64—1.04 1/32	1.02 7/8—1.03 7/8	..
Other British West Indies	$	1.0000	1.02 7/8—1.04 5/32	1.02 3/4—1.04 3/64	..
Martinique	Franc	.0392	.0402	.0401	..
Guadeloupe	Franc	.0392	.0402	.0401	..

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

948. Confectionery.—A firm of confectionery merchants and manufacturers' agents in New Zealand desire to hear from Canadian manufacturers of chocolates and general confectionery lines, more particularly bars, who are not represented in this market, with a view to securing exclusive agency rights for New Zealand. Prices c.i.f. New Zealand are required.

949. Sugar.—A firm of representatives in Medellin, Colombia, wish to hear from Canadian exporters of refined sugar.

950. Honey.—A London company, which specializes in the importation and distribution of honey, would be glad to act as United Kingdom agents for Canadian producers of high-class graded honey in a position to make large and regular shipments, who are not already represented in the British Isles. Canadian producers interested should ship bulk samples with lowest price c.i.f. London.

951. Split Peas.—A well-established firm of importers in Jamaica would like to obtain quotations on split peas from Canadian exporters.

952. Dried Salt Fish.—A firm of Jamaican importers are anxious to represent Canadian exporters of dried salt fish and pickled mackerel.

953. Flour.—An export agent in Hamburg, Germany, is desirous of securing a connection with a Canadian exporter of flour for the trade with overseas countries through Hamburg export firms.

954. Flour.—A firm in Troppau, the centre of a thickly populated district in Czechoslovakia, wish to get into direct touch with a Canadian flour mill.

955. Flour.—A firm of provision merchants in Kingston, Jamaica, are open to represent a Canadian flour mill.

Miscellaneous

956. Fish Meal.—An agent in Hamburg, Germany, wishes to get in touch with Canadian exporters of fish meal.

957. Underwear (Cotton).—A New Zealand firm of manufacturers' representatives desire to receive samples and prices of men's and ladies' cotton underwear from firms desirous of representation in that country.

958. Leather Coats.—A firm of manufacturers' representatives in New Zealand desire to secure the agency for a line of leather coats and helmets for motorists' and motor cyclists' wear. Quotations and samples if possible are desired.

959. Felt Slippers.—A commission agent in Argentina is seeking the representation of a Canadian manufacturer offering felt slippers. A few samples by sample post (not parcel post) in packages weighing one pound or less, catalogues and c.i.f. prices, etc., stating commission, should be sent to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

960. Unglazed Kraft Paper.—A Birmingham firm of wholesale stationers desire to communicate with the agents of best Canadian unglazed kraft.

961. Fireplace Furniture.—A New Zealand firm of manufacturers' representatives desire to secure the agency of a firm in a position to export fireplace furniture to that Dominion.

962. Clothes Pegs.—A West of England firm desire c.i.f. quotations on Canadian clothes pegs.

963. Barrel Shooks.—A large market exists in Argentina for red or white oak oil shooks for holding tallow, etc., capacity 51 to 53 American gallons, six and eight hoops, complete with hoops, rivets, bungs, etc. Quote price per barrel c.i.f. to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

964. Tool Handles.—A firm of distributors in the North of England are open to consider, as buyers, offers from Canadian manufacturers of "D" top ash shovel handles; also in the market from time to time for hickory axe and hammer handles. Quotations desired c.i.f. Liverpool or, alternatively, f.o.b. steamer Atlantic seaboard.

965. Timber.—A firm of timber brokers in Glasgow, who state that there is a market there for really well-made prime fresh birch logs, would like to get a connection in Quebec. This firm are also open for connections for yellow pine (white pine), and Eastern spruce.

966. Lawn Mowers.—A New Zealand firm of manufacturers' representatives desire to get in touch with manufacturers of lawn mowers who may be disposed to cater to that market.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To Avonmouth.—Vakarian, White Star Line, Nov. 27.

To Cardiff and Swansea.—Vakarian, White Star Line, Nov. 27.

To Glasgow.—Minnedosa, Canadian Pacific, Nov. 26; Carmia, Anchor-Donaldson, Nov. 30.

To Liverpool.—Megantic, White Star Line, Nov. 28.

To London.—Beaverbrae, Canadian Pacific, Nov. 26.

To Antwerp.—Grey County, County Line, Nov. 26.

To Hamburg.—Beaverbrae, Canadian Pacific, Nov. 26; Emden, County Line, Nov. 29.

To Rotterdam.—Hada County, County Line, Nov. 29.

To St. John's, Nfld.—Rosalind, Furness-Red Cross Line, Nov. 29.

From St. John

To Avonmouth.—Vardulia, Anchor-Donaldson, Dec. 21.

To Belfast and Dublin.—Lord Antrim, Head Line, Dec. 20.

To Cardiff and Swansea.—Vardulia, Anchor-Donaldson, Dec. 21.

To Glasgow.—Athenia, Dec. 13; Artithria, Jan. 4—both Anchor-Donaldson; Beaverburn, Canadian Pacific, Dec. 7.

To Hull.—Cairngowan, Thomson Line, Dec. 13.

To Liverpool.—Duchess of Atholl, Dec. 6; Duchess of Richmond, Dec. 14; Duchess of York, Dec. 18; Beaverburn, Dec. 27; Montrose, Jan. 3—all Canadian Pacific.

To London.—Beaverford, Dec. 6; Beaverdale, Dec. 13; Beaverhill, Dec. 20; Metagama, Dec. 27; Beaverbrae, Jan. 3—all Canadian Pacific; Cairngowan, Thomson Line, Dec. 13.

To Manchester.—Manchester Division, Dec. 12; Manchester Producer, Dec. 26—both Manchester Line.

To Southampton.—Montcalm, Canadian Pacific, Dec. 12.

To Antwerp.—Beaverford, Dec. 6; Montcalm, Dec. 12; Beaverhill, Dec. 20; Metagama, Dec. 27—all Canadian Pacific; Laval County, Dec. 24; Kings County, Jan. 4—both County Line.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, Dec. 20.

To Hamburg.—Beaverdale, Dec. 13; Beaverbrae, Jan. 3—both Canadian Pacific; Kent County, County Line, Dec. 30.

To Havre.—Brant County, Dec. 14; Kings County, Jan. 4—both County Line.

To Rotterdam.—Brant County, Dec. 14; York County, Dec. 30—both County Line.

To South African Ports.—Fantee, Dec. 12; Calgary (also calls at West Africa), Dec. 27—both Elder Dempster.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Dec. 5; Lady Nelson, Dec. 19; Lady Hawkins, Jan. 2—all Canadian National; Peter Maersk, Dec. 9; Agnete Maersk, Dec. 23—both Ocean Dominion.

To St. John's, Nfld.—Kyvig, Newfoundland-Canada SS., Dec. 9.

From Halifax

To Avonmouth, Cardiff and Swansea.—Dakarian, Leyland Line, Dec. 2.

To Liverpool.—Caledonian, Leyland Line, Nov. 27; Cedric, Dec. 9; Baltic, Dec. 16; Doric, Dec. 30—all White Star Line; Manchester Civilian, Nov. 27; Newfoundland, Dec. 2; Nova Scotia, Dec. 24—all Furness, Withy.

To London.—Napierian, Dec. 2; Mississippi, Dec. 16; Minnewaska, Dec. 23; Missouri, Dec. 30—all White Star Line; Tuscania, Cunard Line, Dec. 9; Valemore, Nov. 25; London Corporation, Dec. 2—both Furness, Withy.

To Manchester.—Caledonian, White Star Line, Nov. 27; Manchester Commerce, Nov. 25; Manchester Regiment, Nov. 29—both Manchestier Line.

To Gothenburg.—Gripsholm, Furness, Withy, Dec. 9.

To Bremen.—Berlin, Furness, Withy, Dec. 8.

To Bordeaux.—Roussillon, Furness, Withy, Nov. 26.

To St. John's, Nfld.—Nerissa, Nov. 26; Newfoundland, Dec. 2; Silvia, Dec. 3, 17, and 31; Nova Scotia, Dec. 24; Rosalind, Dec. 24—all Furness, Withy; Farnorth, Farquhar SS., Dec. 6 and 20.

To St. Pierre-Miquelon.—Fernfield, Nov. 26, Dec. 10 and 24; Sambro, Dec. 4 and 22; Farnorth, Dec. 6 and 20, Jan. 3—all Farquhar SS.; Sollund, Newfoundland-Canada Traders, Dec. 2.

To South American Ports.—Canadian Pathfinder, Canadian National, Dec. 20.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Spica, Nov. 28; Peter Maersk, Dec. 15; Agnete Maersk, Dec. 31—all Ocean Dominion; Lady Hawkins, Nov. 29; Lady Drake, Dec. 13; Lady Nelson, Dec. 27—all Canadian National.

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cathcart, Nov. 30 and Dec. 28 (does not call at Bermuda and Nassau); Lady Rodney, Dec. 7 and Jan. 4; Cavelier, Dec. 14 (does not call at Bermuda and Nassau); Lady Somers, Dec. 21—all Canadian National.

To Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Champlain, Dec. 5 (also calls at St. Vincent, Grenada and Tobago) and Jan. 16; Chomedy, Dec. 19; Colborne (also calls at St. Vincent, Grenada and Tobago), Jan. 2—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Nov. 27 and Dec. 25; Ottar (also calls at Montego Bay and other Jamaica outports), Dec. 11—both Pickford & Black.

To Australian Ports.—A steamer, New Zealand Steamship Line, Dec. 15; Canadian Britisher, Canadian National, Dec. 31.

To New Zealand Ports.—Canadian Challenger, Canadian National, Dec. 24.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Canada (does not call at Nagasaki), Dec. 7; Empress of Russia, Dec. 21—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Ixion, Dec. 10; Tyndareus, Jan. 7—both Blue Funnel.

To Yokohama, Osaka and Dairen.—London Maru, Osaka Shosen Kaisha, Dec. 24.

To Auckland, Wellington and Dunedin.—Golden Cloud, Oceanic and Oriental Navigation Co., Dec. 10.

To Honolulu, Suva, Auckland and Sydney.—Victoria, Canadian-Australasian Line, Dec. 11.

To Auckland, Melbourne and Sydney.—Indien, Canadian-Australasian Line, Dec. 10.

To Sydney.—Orient City, Australian-B.C. Shipping Co., Dec. 15.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Mirra Booka, Transatlantic SS., December.

To Auckland, Wellington, Bluff Hobart and Beauty Point.—Waikawa, Canadian-Australasian, Dec. 11.

To Liverpool, Southampton, London and Rotterdam.—Delftdyk, Dec. 3; Nictheroy, Dec. 17—both North Pacific Coast Line.

To London, Rotterdam and Hamburg.—Marconi, Nov. 27; Narenta, Dec. 16—both North Pacific Coast Line.

To Havre, Dunkirk, Antwerp and Bordeaux.—Georgie, Dec. 2; Notre Dame de Fourvière, Dec. 19—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Rialto, Navigazione Libera Triestina, Dec. 13.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Brimanger, Dec. 9; a steamer, Jan. 4—both Westfal-Larsen.

To Cape Town, East London, Durban, Lourenco Marques.—Crown City, B.C. Shipping Agencies, Nov. 30.

To West Indian Ports.—Lycia, Canadian Transport Co., Dec. 15.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana. Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

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United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S Michigan Avenue. *Cable Address, Canadian*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service : C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each): $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, November 30, 1929 No. 1348

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ECONOMIC AND COMMERCIAL CONDITIONS IN TURKEY

Henri Turcot, Canadian Trade Commissioner

IV

Commodity Markets

Appended is a brief study of the commodities which might be of immediate or general interest to Canadian exporters. The information contained in the following paragraphs was obtained in the course of interviews with importers on the occasion of a recent visit to Constantinople and Smyrna.

WHEAT

Turkish imports of wheat are naturally regulated by the importance of the Turkish crops. The wheat yield was last year quite below the average, and it is claimed that for the twelve months ended July 1, 1929, 86,000 metric tons of wheat were imported, the United States sharing in this quantity for 50,000 metric tons, Hungary and Czechoslovakia combined for 30,000, and Canada for 6,000. Imports would have been greater had it not been for the weak buying power of the population, who in many cases had to return to war bread. It is estimated that this year's crop of wheat will be better than last year's, with the result that imports are expected to diminish.

Wheat from countries enjoying most-favoured-nation rates was last year assessed at a basic duty of 30 Turkish piastres per 100 kilograms, the coefficient of increase being 12, bringing the actual duty to Ltqs.3.60 or approximately $1.74 per 200 pounds. The basic duty imposed on Canadian wheat was identical, but the coefficient of increase applicable to it was 15, the actual duty then being Ltqs.4.50, or about $2.18 per 100 kilograms (220 pounds). But a law was passed by the Grande Assemblée Nationale, effective from April 1 to August 31, to the effect that wheat, irrespective of its country of origin, was to be dutiable at Ltqs.3.60 per 100 kilograms, allowing Canadian wheat to compete successfully with other countries. The imports of wheat into Turkey from Canada for the past five years, as given by prominent Constantinople concerns in the trade, are as follows, in metric tons: 1924, 40,000; 1925, 20,000; 1926, 5,000; 1927, 4,000: 1928. 3,000; and for the six months ended June 30, 1929, 3,000. The discrepancies between these figures and the Canadian statistics are chiefly due to the receipt of Canadian wheat transhipped through other countries. In reliable sources it was stated that should the Canadian product be assessed at the minimum rate of duty upon its entry into Turkey, it would secure for itself a considerably larger share of the trade, as it is preferred to wheat from any other country on account of its high protein contents.

According to the new Turkish customs tariff, the duty on wheat is Ltqs.6.30 per 100 kilograms, or about $3.05 per 220 pounds, but owing to the fact that under the Turco-Bulgarian treaty of commerce, which is still in force, the duty is for the duration of this treaty consolidated at Ltqs.3.60 per 100 kilograms, or about $1.74 per 220 pounds, it follows that the lower rate will continue in force for at least the next six months on wheat from Bulgaria and from all other countries having a commercial treaty or *modus vivendi* with Turkey.

FLOUR

Up to March 1 of this year it was practically impossible to bring flour from abroad into Turkey owing to the great difference existing between the duty on wheat (Ltqs.3.60 per 100 kilograms, or approximately $1.74 per 220 pounds) and that imposed on flour (Ltqs.11.40 per 100 kilograms, or about $5.54 per 220 pounds), but a law, effective from March to August 31, which was passed by the Grande Assemblée Nationale, reduced the duty on flour to Ltqs.5.50 per 100 kilograms, or about $2.67 per 220 pounds, in the case of countries entitled to most-favoured-nation treatment. Imports of flour from abroad were thus facilitated. On March 30 the benefits of the law were extended to all countries. Canada could then ship flour to Turkey. Firms in the flour trade have stated that approximately 6,000 metric tons were imported into Turkey from March 1 to August 31, the United States contributing 2,500 metric tons, Argentina 2,000, and Canada 1,500. Canadian flour is especially well liked in Turkey for pastry and bread *de luxe*.

After August 31 the duty on wheat flour was Ltqs.14.25 per 100 kilograms, or about $6.91 per 220 pounds, and as from October 1, Ltqs.9.50 per 100 kilograms, or about $4.60 per 220 pounds. In both cases a uniform rate was applied to all countries irrespective of the existence or not of a commercial treaty or provisional agreement, as wheat flour was not included in any of the lists of consolidated articles attached to the various commercial treaties concluded between Turkey and other foreign countries. Canada does not therefore suffer under any disability in this respect at present as the result of the absence of a commercial agreement between Canada and Turkey, but should any country now negotiating a new commercial treaty obtain reduced rates for wheat flour, the reduction thus obtained will of course apply only to those countries protected by a most-favoured-nation clause.

PROVISIONS

Tinned Salmon.—The consumption of tinned salmon in the Republic of Turkey is small, owing to its relatively high cost. Customs duties are high, and taxes and charges numerous. Another factor which limits the consumption of this product is the existence on the market of fresh Turkish fish. The exodus of Greeks and Armenians, who were great consumers of tinned salmon and fish in general, has helped to reduce the consumption of this commodity in Turkey. Imports of tinned salmon are said at the present time principally to come through Great Britain, and small quantities are brought in from Japan, the United States, and Canada. Inferior grades only are in demand, and are imported in half- and one-pound tins. The prevailing prices c.i.f. Constantinople were (in July) 75·6 shillings per case of 12 dozen 1-pound tins and 92 shillings per case of 24 dozen half-pound tins. Canadian salmon, which at one time had secured a relatively good footing in Constantinople, is practically no more to be seen in the provision shops, and as the duty applicable as from October 1 to tinned salmon originating in countries not entitled to most-favoured-nation treatment is prohibitive, it is only too evident that the Canadian tinned salmon will not, under the present conditions, recover its former position.

The duties are:—

	Treaty Countries	Non-Treaty Countries
	Per 100 Kg. or 220 Lbs. Including the Weight of the Receptacles	
Old tariff[1]	Ltqs. 9.00 ($4.36)	Ltqs. 14.40 ($ 6.98)
New tariff[2]	Ltqs. 9.00 ($4.36)	Ltqs. 90.00 ($43.60)

Salted Codfish.—Annual imports of salted codfish amount approximately to 150,000 pounds. This product is imported in bales of 70 kilograms (154 pounds), which contain from forty to fifty fish. The principal source of supply is France; Holland enjoys a small portion of the trade. The two seasons of importation are Advent and Lent. Prices are variable.

The duties are:—

	Treaty Countries	Non-Treaty Countries
	Per 100 Kg., or 220 Lbs.	
Old tariff	Ltqs. 15 ($ 7.27)	Ltqs. 24 ($11.64)
New tariff	Ltqs. 75 ($36.35)	Ltqs. 75 ($36.35)

Kippered Herrings.—Approximately 15,000 cases of 25 pounds (100 fish to the case) were sold last year by Holland and Great Britain, the Netherlands contributing at least 95 per cent. Quotations are 5s. 6d. to 6s. a case c.i.f. Constantinople.

The duties are:—

	Treaty Countries	Non-Treaty Countries
	Per 100 Kg., or 220 Lbs.	
Old tariff	Ltqs. 5 ($ 2.42)	Ltqs. 8 ($ 3.88)
New tariff	Ltqs. 75 ($36.35)	Ltqs. 75 ($36.35)

Canned Lobsters.—Canned lobsters from abroad are too expensive for the current trade in this territory. Moreover, due to some poisoning cases in the past, the Turks are reluctant to buy the foreign product. Local lobsters are less expensive and are well liked.

Canned Sardines (in Oil).—Canned sardines find a ready sale. It is estimated that 20,000 cases were imported last year, Norway contributing 40 per cent, Portugal 45 per cent, and Spain, Italy, and France combined 10 per cent, a small share of the trade being taken by Canada. French sardines in olive oil retailed at from 15 to 30 cents according to the quality; the Portuguese brands (in olive oil) at about 12 cents, and the Norwegian (in groundnut oil) at approximately 10 cents. The tins required in this market must be $\frac{1}{4}$ club (30 millimetres), and the fish must be of a size permitting not more than seven to the

[1] That in force up to August 31, 1929. [2] That which came into effect on October 1, 1929.

tin. When investigating the market for canned sardines in Constantinople, a leading importer expressed the following view: "Although it is on the same level with the Portuguese in the matter of duties, the Canadian product finds but a very limited sale in Turkey, this being due to the fact that Canadian sardines are considered too small, and that the Canadian packers have not yet consented to adopt the shape of tins required by the Turkish market." The duty, which since October 1 is the same as for canned salmon, renders sales in Turkey impossible.

The duties are:—

	Treaty Countries Per 100 Kg., or 220 Lbs.	Non-Treaty Countries
Old tariff	Ltqs. 9 ($4.36)	Ltqs. 14.40 ($ 6.98)
New tariff	Ltqs. 9 ($4.36)	Ltqs. 90.00 ($43.60)

Sardines in Brine.—Domestic production is quite important, but the fish is small and consequently not favoured by the local clientèle, who prefer bigger fish, with the result that a part of this domestic production is exported, and imports of sardines in brine continue. These extend to 12,000 cases per year, each case containing four tins of 25 pounds. The tins must be round and well presented, and the fish must be of a size that would permit the tins to contain from 180 to 200 sardines. Prices c.i.f. Constantinople are from 48s. to 55s. per 100 kilgrams (220 pounds). Portugal and Spain are the only sources of supply.

The duties are:—

	Treaty Countries Per 100 Kg., or 220 Lbs.	Non-Treaty Countries
Old tariff	Ltqs. 15 ($ 7.27)	Ltqs. 24 ($11.64)
New tariff	Ltqs. 75 ($36.35)	Ltqs. 75 ($36.35)

Jams and Marmalades.—Turkey produces fruit on a large scale, and numerous plants are engaged in making jams and marmalades of good quality. On the other hand, the duties imposed upon the foreign product render their sale in this field almost prohibitive. Moreover, local competition is very keen. The British marmalades and jams which were at one time so popular in this market have now but a very limited sale, although they are far better presented and their packing is more attractive than the national product. The Canadian product was represented in this market a few years ago, but owing to the high customs duties imposed, it can no longer compete. The duty imposed on jams and marmalades since October 1 is as follows: When with sugar, Ltqs.112.50 per 100 kilograms, or $54.46 per 220 pounds (including the weight of the receptacles); if without sugar, Ltqs.70 per 100 kilograms, or $33.95 per 220 pounds. The above apply to all countries.

Canned Fruit.—Due to the fact that there was no canned fruit industry in Turkey, this article was not so heavily taxed as marmalades and jams before the new tariff came into force. Libby's (United States) and Dodwell's (United States) canned fruit are to be found in the trade in quite large quantities. The imports are placed at around 3,000 cases per annum. Sizes of the tins are ½, 1, and 2 pounds. Canadian firms had no share of this trade, owing to the Canadian article being dutiable under the general tariff. The duty now imposed by the new customs tariff, which is the same as for jams and marmalades, will, it is expected, render imports difficult, if not prohibitive.

Canned Vegetables.—Canned vegetables are imported mostly from France and Belgium, the French product having the preference in the market, due to its quality and fine taste.

Tinned Meat.—Imports of tinned meat are very small, and come principally from Great Britain.

Condensed Milk.—This article is imported in very small quantities, and is shipped by Switzerland (Nestlé) and Holland.

Powdered Milk.—United States traders are the only sellers. The sales amount to approximately $10,000 per year, and the brands mostly in request are Glaxo and Dreico. Since October 1 this product is dutiable at Ltqs.25 or $12.13 per 100 kilograms (220 pounds) for all countries. As Canadian powdered milk is now on the same footing as American as far as duty is concerned, it should be able to compete.

Selling Methods and Terms.—Provisions in general are sold either through a commission agent or directly to wholesalers. Commissions run from 2 to 3 per cent. Quotations must be c.i.f. Constantinople, Smyrna, or other Turkish ports. The terms extended are generally cash against documents after arrival of the goods at destination, but accepted drafts of sixty days are also current terms.

Canadian Participation.—For fiscal year ended March 31, 1929, the Dominion Bureau of Statisties, Ottawa, reports that canned fish to a value of $2,853 has been exported from Canada to Turkey, whereas none had been in the previous year. It is understood that small quantities of canned fish came forward after that date.

The great impediment to Canadian sales of provisions in the past was due to the fact that the Dominion was not entitled to most-favoured-nation treatment.

HIDES

South American hides sell best in Turkey. This trade is done through Hamburg and Havre firms, who sell on from four to six months' terms. These hides are used for the manufacture of heavy sole leather—leather weighing from 8 to 10 kilos per side (half piece). This leather is made out of 5 to 10 kilos and from 9 to 15 kilos dry hides, taking as normal output in leather of 160 per cent, and from 22 to 25 kilos average weight for wet salted, taking as normal output of 70 per cent. In other words, the Turkish market buys "Vacas" and "Novillos" hides. Brazil and Argentine hides come first in this country's imports, whilst Columbia and Peru ship important quantities. Mexico also takes a fair share of the trade.

In general, *frigorificos* and *buen desuellos* from the River Plate are not imported. The hides that come to this country are the "Mataderos," "Saladeros," and "Campos."

Attention is drawn to trade inquiries Nos. 991, 992 in this issue, page 766.

LEATHER

Second, third, and fourth qualities are preferred in the Turkish market; there is no demand for firsts on account of price. Moreover, only black leather is required, as coloured skins practically do not sell. Importers, in view of the new customs tariff which came into force on October 1, and in which the duty on leather is increased, have imported in the past few months more than they required, with the result that the market is at present overstocked and no imports are expected to be brought forward for the next three or four months. One of the leading Constantinople firms, however, has expressed an interest in Canadian leather, and is prepared at the present moment to introduce Canadian box calf into Turkey provided prices and qualities are suitable. When quoting, Canadian exporters should give their lowest price.

The average annual importation into this market of black box calf is equal to 900,000 square feet. Prices c.i.f. Constantinople range from 24 to 30 cents per square foot. As far as quality goes, mixed, seconds, and thirds, HM, LM and HH, only are required. The first-quality product is not in demand. France furnishes at the present time 90 per cent of Turkey's requirements of box calf.

Duty for all countries since October 1 is Ltqs.1.65 per 100 kilograms, or about $0.80 per 220 pounds.

LEATHER BOOTS AND SHOES

Domestic production is quite developed, numbers of small craftsmen working at the trade, besides industrial plants. The local product is, however, principally hand-made. Only high-class shoes are imported as the duty is assessed on weight. They are sold by factory representatives and competition is very keen, so that the lowest quotations must be made. There is a very small demand, valued at $10,000 a year, for imported shoes, Europeans and officials being the chief customers, the natives preferring the cheaper local product. What imports there are come from England, Switzerland, Roumania, Czechoslovakia, and France. Imported sandals from France and Italy command a ready sale. The new customs tariff will further restrict importations.

SPORTING AND ATHLETIC GOODS

All requirements for football, except rubber bladders, are made in Turkey, and are of good quality. Rubber football bladders are being imported, but represent only a small trade. Only American schools engage in baseball; all the equipment is furnished from the United States. There are some thirty-two tennis courts in Constantinople and Smyrna; trade in equipment is thus very limited. Tennis balls are imported from the United States (Dunlop) and others from Great Britain (Slazenger). Rackets are furnished by Great Britain, France, and India. There would appear, however, to be a small opening for Canadian sporting goods in Turkey.

Gymnastic and athletic goods are locally made, and there are no imports. In any event, gymnastics and athletics are not very developed in Turkey.

SURGICAL RUBBER GOODS

Surgical rubber goods as required in Turkey are of inferior quality and are low in price. The Canadian product seems to be too good for this market. Canadian surgical gloves, seconds, were seen in Constantinople which were considered as being of a very high quality for that market, but which at the same time were sold at 25 per cent higher than any other imported make. (In that difference in price was included the difference in duty.) The trade in rubber sheeting is limited.

Rubber goods come mainly from Germany and Italy, the United States supplying but a small proportion. Since October 1 the same duty applies to all countries. The Canadian product should now be able to compete. Lowest price should be quoted.

(See trade inquiries Nos. 989, 990 in this issue, page 766.)

AGRICULTURAL MACHINERY AND IMPLEMENTS

Only since about 1922 have Turkish farmers really begun to use modern agricultural equipment, and its employment would have become far more general but for the poor harvests of 1926, 1927, and 1928. The use of tractors has some enthusiastic advocates amongst farmers who own large tracts of land, and the Government has furnished the principal agricultural institutions with tractors. Nevertheless, the lack of skilled mechanics and repair shops, and the high cost of spare parts and accessories in spite of the low customs tariff they enjoy, impede the development of power cultivation. The light tractors, selling at a relatively low price, find quite a good market. The types preferred are the "Case" and Deering," and similar Canadian types should be able to compete. The mechanical tractor ploughs generally employed are the "Rud-Sak" and "Oliver."

There is no doubt that modern horse-drawn agricultural implements are much appreciated in this country, and their employment will gradually become more general, but in certain regions the peasants continue to use primitive imple-

ments. For instance, ploughs made of wood and with an iron share are still widely employed. Amongst animal-drawn modern ploughs those most in demand are the "Rud-Sak," "R. Baecher," "Hoffer," "Schrants," "Manfreid Weis," and "Unia-Venzki," as well as those manufactured by the Soviet Republic, which has a vast sales organization throughout Anatolia. Ploughs of the "Oliver" make with a wooden body find a wide market in the Smyrna region. Types of ploughs in most general use are:—

(1) Light single type, with a cast-iron point, weighing about 65 pounds. The use of this light plough is widespread in the provinces having a light and sandy soil, and where a light animal-drawn implement is a necessity.

(2) Light double types are in great demand in Anatolia, the "Venzki" being the most popular. This plough is chiefly sold in sizes N-0 and N-1, weighing respectively about 160 and 190 pounds. The "Rud-Sak" is also popular in Turkey in Europe.

(3) Heavy single types, with a fore carriage, for heavy labour.

(4) Mechanical traction plough (three points and more).

(5) Mechanical traction plough (three points and more) with combined sowing machine, mostly sold by Russia, are becoming more and more general on large farms.

Sowing machines are gaining some ground.

The use of mowers and reapers is extending owing to shortage of manual labour. The "McCormick," "Deering," and "Massey-Harris" makes enjoy a great demand, whilst "Krupp" mowers and reapers and Russian mowers have also a good sale.

The demand for threshing machines was at one time quite good, but owing to the poor crops of the past few years sales have considerably diminished.

Agricultural machinery and implements, from whatever country they are shipped, are, under the new tariff, admitted free. Canadian harvesters, ploughs, and other farm implements are sold, and firms in Constantinople in the trade are of the opinion that the Dominion's share in the market could be increased.

Attention is drawn to trade inquiry No. 993 in this issue, page 766.

CREAM SEPARATORS

A few Canadian cream separators were sold in Constantinople two years ago as a trial order, but it would appear that the Canadian product cannot compete with the German makes which are sold on this market.

DRIED CODFISH FOR GREECE

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

Athens, November 2, 1929.—Compared to other countries in the Mediterranean basin, the market offered by Greece for dried codfish is one of the most important, and according to the Greek official statistics, imports from the various countries contributing a share of the trade for the past two years and the nine months ended September 30, 1929, amounted to:—

	1927	1928	Jan.-Sept., 1929
		In Metric Tons	
France	7,589	5,838	4,805
United States	617	4	....
Canada	2,986	3,750	917
Great Britain	798	282	125
Other countries	529	12	208
Total metric tons	12,519	9,886	6,055
Total value	$1,566,621	$1,264,110	$967,115

Greece has always been a good market for dried codfish, owing no doubt to the relatively low price and nutritive qualities of this product, but the arrival of large numbers of refugees from Asia Minor has tended to increase, it seems,

the consumption of this commodity. However, a decline in imports was noticed in 1928 as compared with 1927, all countries except Canada suffering a decrease. In 1928 there was an increase of 764 metric tons in the Dominion's exports of dried codfish to Greece, and it is estimated that the Canadian product should be able to secure for itself a considerably larger share of the trade, now that it is assessable at the same rate of duty as that originating in France, the United States, and Great Britain. Before August 20, 1929, dried codfish originating in Canada was upon its entry into Greece subject to a duty of approximately $1.93 per 220 pounds, whilst that from Great Britain, France, and the United States was dutiable at about 77 cents per 220 pounds—a rate which is now applicable to Canada as well.

The largest quantities of codfish are consumed during the fasting season following the so-called Carnival period in February; fish of a white colour is preferred.

Shipments are made in bales of from 110 to 130 pounds, there being from fifty to sixty fish to the bale. Bales are strongly wrapped in jute cloth.

Dried codfish is sold to agents or wholesalers at the present time at around $13.70 per 220 pounds c.i.f. Piræus or Salonica. Shipments are principally on consignment, a bank guarantee being given against delivery of the goods at the port. Some firms, however, are prepared to accept some such terms as cash against documents, as in the case of two concerns on behalf of whom trade inquiries are published in this issue (page 765). Another inquiry is also being published on behalf of a concern in Athens who desire to receive dried codfish on consignment. Canadian exporters of codfish wishing to increase their trade in this country or to enter this market are invited to communicate direct with the concerns on behalf of whom trade inquiries have been published, and upon whom information may be obtained on application to the Department of Trade and Commerce, Ottawa (quoting file No. T/C 10-194), or to the office of the Canadian Trade Commissioner in Athens.

A certificate of origin issued by a chamber of commerce and a sanitary certificate visæd by a Greek consul must cover shipments of dried codfish to Greece.

Dried codfish entering Greece is (since August 20) dutiable at 4 metallic drachmæ, or approximately 77 Canadian cents, per 100 kilos (220 pounds), an amount equal to about 75 per cent of the customs duty to be added for internal taxes, increasing the basic tariff to $1.34 per 220 pounds. The above applies to all countries, whether they have or have not concluded a commercial convention with Greece.

TRADE COMMISSIONERS ON TOUR

Mr. Macgillivray

Mr. J. C. Macgillivray, Trade Commissioner in Rotterdam, will visit the following cities as under:—

Oshawa	Dec. 2	Stratford and district	Dec. 11
Owen Sound and Tara	Dec. 3	Border Cities	Dec. 12 to 14
Guelph and Forest	Dec. 4	London and district	Dec. 16 and 17
Kitchener, Galt and Paris	Dec. 5 and 6	Hamilton and Grimsby	Dec. 18 and 19
Brantford	Dec. 9 and 10	St. Catharines	Dec. 20

Mr. Poussette

Mr. H. R. Poussette, formerly Trade Commissioner in Calcutta, will be visiting the following cities as under:—

St. Catharines	Dec. 3	Brantford	Dec. 9 and 10
Welland	Dec. 4	Galt, Preston,. Kitchener	Dec. 11 and 12
Niagara Falls	Dec. 5	Toronto	Dec. 13
Hamilton	Dec. 6		

DEMAND FOR DRY COOPERAGE STOCK AT LIVERPOOL

Harry A. Scott, Canadian Trade Commissioner

Liverpool, November 12, 1929.—For many years past staves and heading for dry cooperage have been imported to Liverpool in large quantities, mainly from the United States and Scandinavia, although small lots have also come from Canada. In more recent years ordinary kiln-dried and jointed Douglas fir staves from British Columbia have constituted the main item in this market as far as Canadian supplies are concerned, and a fair demand has been built up for this class of stave by one or two importers in the Liverpool district.

United States exports of dry cooperage to the North of England consist chiefly of gumwood, cottonwood, ash, basswood, elm, and pine, while the Scandinavian product is mainly made up of fir and other softwoods. American gumwood staves, which are used extensively for flour barrels, have an established reputation on this market. The cheap softwood staves as a rule are used by the chemical industries, and by china clay manufacturers. The sizes in most general demand are 28½- and 30-inch lengths by ⅜-inch, and in some cases ½-inch thick. Some of these staves are as low as 2 inches in width and as high as 5 inches, but average 4. Other lengths are 22, 24, and 36 inches. Staves come packed in bundles of fifty each, and are quoted per 1,000, or else in bundles of sixty and quoted per 1,200. Three grades are recognized—namely, grade 1, mill run, and grade 2. The demand in this market is for staves made only from properly dried, cut and selected timber. Accurate price information is most difficult to obtain in this trade owing to the wide variety of requirements and conditions of purchasing. From information available, however, it is understood that American elm, and gumwood, ordinary jointed staves in 30-inch lengths, have been valued at from $18 to $19 per 1,000 c.i.f. Liverpool, depending on grade, but it is reported that some shippers have just recently reduced their quotations by about $1 per 1,000. In addition to the demand for the ordinary jointed stave, there is a certain outlet for an elm tongue-and-groove stave of 30 inches long by ⅜- or ½-inch thick. Prices for this description run from $1 to $2 higher than for ordinary staves.

Slack barrel headings for this market are required in sizes as follows: 14¼, 15, 16, 17, 18, and 19 inches, by ½, full thickness square edged. For bevelled-edge headings a ¼-inch is added to the foregoing sizes. These heads are usually in two to four pieces and either made up complete or marked and wired in bundles, so that they can be easily assembled. In addition to the above sizes for slack barrels, there is also a certain demand for headings in Douglas fir for use in oil barrels, etc., in 20½ and 21 inches in diameter, by 1 3/16 inch, bevelled, rushed and dowelled. Importers prefer the maximum number of pieces per head not to exceed three.

Recent quotations on Alabama pine heading in 16-inch diameters undowelled have been from $90 to $95 per 1,000 sets of two heads c.i.f. Liverpool. American gumwood heading, which is mainly required in 17-inch sizes, has been quoted lately at around 12¼ cents per set of two heads f.o.b. New Orleans. From inquiries recently undertaken among importers on behalf of Canadian firms, it is believed that the best opportunity for business would be in competition with Alabama pine heading.

Any interested Canadian firms in a position to meet the competition outlined above in either headings or staves are invited to communicate with the Canadian Trade Commissioner at Liverpool.

WEST OF ENGLAND TRADE IN SHOE TACKS

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, November 1, 1929.—Canadian manufacturers of hand shoe tacks have for the past few years been selling a small tonnage in the West of England and Midlands, though with increasing difficulty. Coupled with Continental competition in this market is the fact that English producers are prepared to ship to any part of the country on short notice quantities as small as 4 cwt. (448 pounds). The minimum quantity which can be economically shipped from Canada is in 1-ton lots, which means that the English consumer must not only store such tacks until required, but pay for larger quantities at one time. Thus Canadian producers are forced to quote under the English producers in order to obtain sales in this country.

The most recent prices for hand shoe tacks (fine) are as follows: $\frac{1}{4}$-inch, 65s. ($15.81); $\frac{5}{16}$-inch, 58s. ($14.11); $\frac{3}{8}$-inch, 52s. ($12.65); $\frac{7}{16}$-inch, 50s. ($12.16); $\frac{1}{2}$-inch, 48s. ($11.67). The above prices are subject to $2\frac{1}{2}$ per cent discount, monthly carriage paid to Bristol.

Machine shoe tacks are bought, but it is extremely difficult to compete in this market for such supplies with the manufacturers of the machines in which the tacks are to be used.

To-day's prices per 100 pounds for machine shoe tacks are as follows: $\frac{3}{4}$-ounce, 8/32nd, $19.45; $\frac{3}{4}$-ounce, 9/32nd, $18.30; $1\frac{1}{2}$-ounce, 12/32nd, $16.35; 2-ounce, 14/32nd, $15.40. The above prices are for tacks in 1-pound packets and 100-pound cases packed free f.o.b. seaboard. They are subject to discounts of 5 per cent and $7\frac{1}{2}$ per cent and a further $2\frac{1}{2}$ per cent cash discount.

The market has been rather quiet owing to the difficult period through which the English shoe trade has been passing. One importer states that never in his experience of forty years has his firm gone through such a trying period as during the last eighteen months. This has been accentuated by the exceptionally fine summer and by the decreased purchasing power of the population.

MARKET FOR SENEGA ROOT IN NORTH OF ENGLAND

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, November 8, 1929.—There is a limited market among manufacturing chemists in the North of England for senega root, which is mainly used in the preparation of cough medicines. While two varieties seem to be recognized, the most important commercially is the Northern or Manitoba senega. The demand among medicine manufacturers is, of course, largest during the winter. The bulk of the buying is carried on as a rule in the summer months, and from recent inquiries it was found that purchases for the following winter season have been pretty well covered. The total annual requirements for the Liverpool and Manchester area, in the opinion of one or two authorities consulted, would not exceed six tons, although of course additional manufacturers in other centres throughout the north might also be expected to use this commodity.

While a few large firms in this area periodically purchase direct from overseas shippers, when the market suits them, the trade seems to be mainly in the hands of London drug importers who canvass the individual manufacturers for their seasonal requirements. These London houses obtain their supplies either through United States exporters or from firms in Western Canada.

The market value of this commodity has shown wide variation for a number of years past, and when prices go beyond certain levels consumption falls off.

This season competitive quotations are reported at around from 3s. 9d. (91 cents) to 3s. 10d. (93 cents) per pound c.i.f. United Kingdom port. One firm of manufacturing chemists, who recently bought through London importers, paid in the neighbourhood of 4s. 1d. (99 cents) to 4s. 2d. ($1.01) ex rail London, but of course prices for secondary transactions of this kind depend a good deal on the quantity purchased.

Senega root usually comes packed in bales containing 2 cwt., with shippers guaranteeing against shrinkage over a certain minimum percentage. One or two medicine manufacturers in this district who were shown a sample of senega root furnished this office by a Canadian exporter expressed the view that it contained rather too much fibre, and also that the root itself was inclined to be thin. Accordingly, as buyers are particular about the quality, this is a detail which should be carefully considered by exporters seeking new connections when packing and grading.

Although a number of the firms in this territory using senega root apparently find it more convenient to purchase through London houses, one or two of the larger buyers in the North of England have expressed a willingness to consider direct offers from Canadian firms when next in the market. In addition, this office is also in touch with a firm of drug brokers having an established connection with manufacturers in the trade and in a position to canvass orders on behalf of Canadian exporters, on a commission basis. Accordingly, any Canadian firms interested in this market for next year's business are invited to communicate with the Canadian Trade Commissioner at Liverpool. Attention is also drawn to trade inquiries Nos. 981-984, appearing in this issue, page 765.

CANADIAN PRODUCE IN GLASGOW

G. B. Johnson, Canadian Trade Commissioner

EGGS

Glasgow, November 8, 1929.—At present the egg market in Glasgow is quiet, there being ample supplies from widely different quarters both in Europe and overseas.

Earlier in the year (April and May) British Columbia eggs were being offered here, and it is understood some business was done at 1s. 6d. (36 cents) per dozen, but later on quotations were advanced to 1s. 7d. (38 cents) per dozen. The export surplus of one large Vancouver shipper was disposed of in October, and this concern will have no more available till next summer.

The local demand at the present time is slow. The public are still showing great prejudice in favour of home eggs unmarked, and imported eggs are only moving slowly.

There is some stock of Canadian eggs from the Eastern Provinces, which can be bought from 17s. to 17s. 6d. ($4.13 to $4.25) per long hundred (120), but the principal suppliers of imported eggs are from the Continent. Russian and Polish sell from 13s. to 15s. ($3.16 to $3.65) per long hundred; Belgian and Dutch, from 16s. to 18s. ($3.89 to $4.38); and Danish, from 22s. to 24s. ($5.34 to $5.83).

Australian and African eggs are now arriving more freely, but are principally going to the London market, where they are making from 15s. 6d. up to 17s. 6d. ($3.77 to $4.25).

The future of the British market will depend to a large extent on the weather within the next month or six weeks. With the continuance of the present mild conditions prices will probably be inclined to fall, but, on the other hand, a severe frost would cause the market to take an upward jump.

95395—2½

CHEESE

Up to the 2nd of November a distinct improvement was noted in the market for cheese, with a general hardening of prices. Canadian cables reflect the large reduction in make, Septembers now being quoted here at 95s. to 96s. c.i.f. and Octobers at 93s. and 93s. 6d. Spot stocks and quantities afloat from New Zealand both show a reduction on last week. Landed values are steady and a slight appreciation may materialize in sympathy with the advance in Canadian forward quotations.

Scotch.—Best quality clearing rapidly.

Cheddars.—Finest, 104s.; secondary, 98s.

Dunlops.—Finest, 94s.; secondary, 90s.

Canadian.—Prices dearer with better demand. Value November 8: White, 95s., 97s., exceptionally up to 100s.; coloured, 95s., 96s., up to 98s.

New Zealand.—Improved market. Prices on spot: White, 94s., 95s.; coloured, 93s., 94s.

Australian.—None on market.

Dutch.—Steady prices, but poor demand. Goudas: Farmers' full cream, 98s., 102s.; factories, 20 per cent 54s., 30 per cent 66s., 40 per cent 76s. Edams: Factories, 20 per cent 56s., 30 per cent 68s., 40 per cent 78s.

GYPSUM SITUATION IN SOUTH AFRICA: A CORRECTION

Mr. C. S. Bissett, Canadian Trade Commissioner in South Africa, with reference to the above report which was published in *Commercial Intelligence Journal* No. 1337 (September 14), writes that the statement made on page 386, that the railway rate on asbestos sheets is approximately 94 per cent lower than the rate applying to the classification in which gypsum wallboard is included, is erroneous; the percentage should be 49.

BUSINESS CONDITIONS IN THE HONGKONG MARKET

Paul Sykes, Canadian Trade Commissioner

Hongkong, October 21, 1929.—The general consensus of opinion throughout the business community in Hongkong is that conditions are unsatisfactory. Several factors have influenced the situation, notable among which are the after-effects of the strike and boycott of 1925, the uncertainty surrounding the political situation in China, the fighting and banditry which have broken out in parts of South China during recent weeks, the new tariff which came into force towards the end of 1928, and, lastly, the exchange situation, which has during the past fortnight resulted in a drop in value of the Hongkong dollar amounting to from 10 to 15 per cent. Some notes on these points may be of interest to exporters to the Orient.

CONDITIONS SINCE 1925

The disastrous results of the 1925 strike and boycott are still evident in Hongkong. Many firms which were forced into bankruptcy at the time have left gaps in business circles which have not yet been filled. Others which suffered less seriously are only now regaining the prestige and financial stability which will permit of their operating on a scale equal to that which they had gained in the years immediately succeeding the war. Altogether the whole business community in Hongkong may be said to still show numerous after-effects of the disaster.

SOUTH CHINA MARKET

Continued uncertainty regarding the political situation in South China is reflected in the volume of trade passing through Hongkong. After a few months

of comparatively peaceful conditions, fighting and minor disturbances are again reported, and although there has been to date no actual break between the Canton and Central Government, recent events appear to indicate that it may take place. Whether affairs come to this point or not, it is still true that the country is in an unsettled state and that the buying power of the market is accordingly restricted. Coincident with political uncertainty has been the renewal of operations by pirates and bandits, which may have small material effects on trade, but which nevertheless increase any disinclination on the part of importers to push sales in the interior.

NEW CHINESE TARIFF

There are frequent evidences that the new tariff which came into force on December 7, 1928, has resulted in a contraction of import trade. Higher duties were bound to have such an effect, and while this may not be permanent, it is noticeable at present and will undoubtedly remain so for some time. More recently imposed import duties, collected by the provincial governments with the authority of the Central Government, are accentuating the effect of the tariff as originally promulgated.

To some extent an increase in smuggling operations may be expected to offset the results of higher customs duties. These are carried on to a considerable extent, but their net result must be almost negligible where balanced against the effect of organized tariff barriers.

FALL IN HONGKONG EXCHANGE

The most important feature of the local market situation has been a phenomenal decrease in the value of the Hongkong dollar. From a buying rate of 48¼ Canadian cents on October 4, it fell in value to 44⅝ on October 19. In other words, on October 4 a Canadian dollar could be bought for HK$2.07, while two weeks later the same dollar cost HK$2.24.

To what extent this situation is due to normal influences or to manipulation it is impossible to say, although a combination of these two factors has undoubtedly been present. Indications, however, are that a sterling rate of 1s. 9d. (the approximate value of silver) may obtain for some time and that eventually the local currency may be stabilized at about this figure.

This serious decline in the value of local currency will naturally lead to restrictions on import trade, and when it is realized that some 15 per cent must now be added to the normal cost of imported goods some idea of the extent of these restrictions may be obtained. The trade in flour, salt herrings, and similar necessities may be expected to continue on a more or less normal scale, but new business—business in any keenly competitive markets or business in non-essential goods—will undoubtedly suffer.

SCRAP METALS FOR HONGKONG

Mr. Paul Sykes, the Canadian Trade Commissioner in Hongkong, has received numerous inquiries for scrap metals of various kinds from Canada. It is believed that there is a considerable market for this material in that territory. Canadian firms who are in a position to ship are requested to write to Mr. Sykes, and also to notify the Department of Trade and Commerce at Ottawa as there are numerous inquiries from different overseas countries for scrap metals.

USED STEEL OR WOODEN VESSELS FOR HONGKONG

Mr. Paul Sykes, Canadian Trade Commissioner, P.O. Box 80, Hongkong, advises that there is a considerable market in Hongkong for steel or wooden vessels to be broken up or for conversion into river or coastal boats, and as a result of several inquiries regarding the possibility of securing such material in Canada, Mr. Sykes wishes to know whether there are any firms interested. Such vessels would have to be in sufficiently good condition to be sailed to Hongkong after only small alterations or repairs, but need not by any means be in first-class order.

PAPER MARKET CONDITIONS IN CHINA

L. M. Cosgrave, Canadian Trade Commissioner

Shanghai, October 23, 1929.—Following fairly heavy purchases of all classes of paper during the first quarter of 1929, business slackened considerably during the second and third quarters, due primarily to unsettled conditions in the interior, particularly in the Yangtsze valley, combined with a serious drop in exchange values which militated against forward buying. This situation has prevailed until the present, but depletion of stocks in the chief paper items such as newsprint, kraft and M.G. cap, has forced the dealers to recommence buying, and fair quantities have been purchased during the past two weeks. In the more important classes of paper imports, the situation at time of writing appears to be as follows:—

M.G. China Cap, white.—The conventional prices in Norway, Sweden and Finland are still in effect, these being in the neighbourhood of £21, 7s. 6d. per ton of 2,240 lbs. c.i.f. Shanghai. Very little business has been done up to the time of writing with the exception of a few hundred tons placed with Czecho-slovakian mills who are not members of the European combine. Japan, which is now producing a heavier China cap—that is 25 x 44, 18 lbs. in reams of 500 sheets against Scandinavian 16½ lbs. in similar sizes—is selling fair quantities. Local stocks in this classification are, however, becoming depleted and fair business should result in the near future.

Coloured M.G. Cap.—Several hundred tons have been booked from Scandinavian mills during the past few weeks, the price quoted for 25 x 44, 18 lbs., 500 sheets to a ream, in yellow, was £21, 12s. 6d. c.i.f. Shanghai per 2,240 lbs., other colours, £23, 2s. 6d. Supplies are reported to be very short, and it is anticipated that considerable quantities will be required in the near future.

Unglazed Kraft.—The market for this class of paper has been stagnant for several months, until Scandinavian prices dropped suddenly a few weeks ago from £22 to £21, 10s. and thence to £20 c.i.f. Shanghai, resulting in considerable tonnage, estimated at 4,500, being placed. Sales were practically confined to pure sulphate kraft, for which Canadian mills did not appear to be able to compete for more than a small proportion of the demand.

Newsprint, 39 Grams.—Usually imported in 31 x 43, 37 lbs., 500 sheets to a ream. An unusual drop in prices during the past two weeks by the Scandinavian mills from approximately £18 10s. to $16 10s., resulted in the purchase of several hundred tons. It is anticipated that quotations may be had at as low as £16 5s. and £16—a price that does not appear to be a profitable one to foreign mills, but is apparently an effort to meet the serious decline in exchange with in view to holding the more important dealers.

Newsprint, 50 Grams in Reels.—Scandinavian prices have also dropped in this classification during the past few months from £14, 15s. to £14, 5s. and even as low as £14, barrel-packed, c.i.f. Shanghai. Sales even at these figures

have been comparatively small, except for Japanese newsprint, which was required for replacement. Local dealers appear to be holding off solely because of the low exchange, and there is every likelihood that the market will buy freely, should exchange conditions show any improvement. Stocks are seriously depleted, and replacements will soon be imperative.

Wood Pulp.—An increased demand for wood pulp is being manifested, due to recent additions to the small paper mills which had previously not been a serious factor in the trade. Initial sales of Canadian pulp have already been made, prices comparing favourably with Scandinavian, with the added advantage of greater facilities in delivery. It is anticipated that Canadian firms will secure a large proportion of this demand, which will undoubtedly increase during the next few years. China is now making a fairly satisfactory kraft paper in the lighter weights and, in view of the steadily increasing imports of paper of all kinds, it is safe to predict that paper making will become an important industry in a comparatively short time. The larger dealers have advised this office that China paper mills should be in a position to place several thousand tons of Canadian pulp during 1930.

Paper Requirements in North Manchuria.—The Chinese Eastern Railway in North Manchuria is the principal buyer of all classes of paper other than newsprint. For the information of Canadian paper manufacturers interested in this trade, the Department of Trade and Commerce, Ottawa, have on file the official specifications for the various grades of paper required during the year by this important corporation.

The market for paper for that territory will be dealt with shortly in a report on the possibilities for Canadian trade in North Manchuria.

FOREIGN TRADE OF CHINA IN 1928

L. M. Cosgrave, Canadian Trade Commissioner

III

Exports

[1 picul equals 133⅓ pounds]

Exports of China products were somewhat restricted during 1928 by the high level of prices ruling, and by a serious falling off in quality, which has been commented upon in the trade journals of a number of foreign countries. This is partly due to the numerous illegal imposts in the interior and to an effort by the producer to recoup his losses by a reduction in quality.

The new Government has been making efforts to improve this situation by a process of education and examination through the establishment of a series of bureaus on modern lines, which should assist the producer in the interior. This is particularly applicable to the production of silk, which is probably China's leading export. Producers have failed to adopt modern methods and profit by the example set by Japan. There is also a growing tendency to introduce artificial silk into what is sold as pure silk and required as such abroad. However, this situation appears to be realized by the official Chinese bodies, and it is hoped will be rectified in the near future. Exports of silk during the past three years were as follows but should be read in the light of the foregoing remarks:—

	1926	1927	1928
	Piculs	Piculs	Piculs
White raw silk, all kinds	111,141	107,815	118,183
Yellow raw silk, all kinds	24,395	24,841	29,484
Wild raw silk, filature and non-filature	31,096	24,924	28,373

TEA

The demand for China tea continues to fall off, due almost entirely to poor quality and bad preparation for the export market, which is directly reflected in the ruling prices, which show a marked decline. Crops were fair in the main tea-growing districts, but unless modern methods are used and greater care is taken in preparing for the market, the export trade will continue to be seriously contracted. Practically the only type of tea to show an increase during the past three years is the Hankow brick tea, most of which is absorbed by Russia.

COTTON

China's cotton crop during 1928 was about 70 per cent of normal, the yield being approximately 7,000,000 piculs. An important feature of the year's business was the resumption of work by the large Hankow mills, which had not been operating for a considerable time.

A steady improvement in the quality of Chinese cotton is noted, and with normal conditions the producing provinces should not only be able to supply China's requirements but leave a satisfactory amount for export. Exports during 1928 amounted to 1,111,000 piculs as compared with 1,440,000 piculs in 1927, and 870,000 piculs in 1926.

Cotton-spinning Industries.—These industries had an extremely satisfactory year, which was aided greatly by the lack of competition from Japan during the anti-Japanese boycott. Labour agitation greatly diminished and practically all mills were working full time on the requirements of the domestic market. The future looks bright for this industry and it is anticipated that new mill construction will be undertaken in the main distributing centres. The number of mills in operation during the year under review were:—

	Mills	Spindles	Looms
Chinese-owned	74	2,087,506	13,907
Japanese-owned	43	1,397,272	13,981
British-owned	3	153,320	1,900
Total	120	3,638,098	29,788

BEANS

One of the remarkable developments of the past year has been the great advance in exports of soya beans from Manchuria, chiefly to Europe: 24,000,000 piculs in 1928 against 17,000,000 in 1927 and 13,000,000 in 1926. The production of bean oil and conversion of bean cake into fodder in Europe has been the chief reason for this remarkable increase in exports, which has had its repercussion on trade throughout Manchuria, which is now probably the most prosperous portion of China.

Other Chinese produce, such as sessamum seed, cotton seed, and vegetable oils, including wood oil, show a gratifying increase and a satisfactory demand abroad.

EGGS AND EGG PRODUCE

This industry also recorded a general recovery in the main egg-exporting centres, the demand being chiefly from Europe and Japan. The chief exporting centres are Tientsin, Hankow, Tsingtao, and Shanghai, with Nanking becoming an important new centre of supply.

CERTAIN METALS AND MINERALS AND ANIMAL PRODUCTS

The following table gives the exports from China of certain metals and minerals and of animal products for the past three years:—

	1926	1927	1928
Metals and Minerals—			
Antimony regulus..piculs	299,033	261,356	272,084
Antimony, crude..piculs	53,534	38,723	52,552
Iron, pig..piculs	2,835,179	3,375,328	3,646,551
Iron, ore..piculs	8,687,793	8,298,608	15,294,452
Lead ore..piculs	222,794	84,469	79,782
Manganese ore..piculs	702,070	766,391	716,480
Wolfram ore..piculs	117,408	83,270	121,741
Zinc ore..piculs	409,919	89,088	137,193
Animal Products—			
Bristles, assorted and unassorted ..piculs	66,885	62,331	66,970
Hides, cow and buffalo..piculs	243,448	311,435	419,713
Goat skins, untanned..piculs	109,082	89,254	92,609
Goat skins, tanned..pieces	428,291	552,715	237,941
Lamb skins, tanned and untanned ..pieces	1,079,277	1,017,156	1,660,989
Skins of all kinds, dressed and undressed, not otherwise recorded, hk. tls.	11,412,748	16,111,748	22,241,267
Sheep's wool..piculs	208,433	360,169	486,341
Camel's wool..piculs	27,831	41,524	41,595
Goat's wool..piculs	11,536	29,635	24,234

CHINESE FACTORY PRODUCTS

China is becoming steadily industrialized. In grey yarn production there was a slight improvement and in handkerchiefs the figures for 1927 were doubled. Clothing, especially singlets, drawers, and miscellaneous articles also showed large increases in exports. Waste spun pongees advanced from 554 in 1927 to 1,250 piculs in 1928. The manufacture of matches established a record: 1,392,000 gross compared with 40,000 gross in 1927. Other increases were: cement, from 125,000 to 166,000 piculs; soda ash from 94,000 to 128,000 piculs; soap, laundry and household, from 15,000 to 26,000 piculs; and electric lamps, from 100,000 to 137,000 Haikwan taels in value.

ECONOMIC AND INDUSTRIAL SITUATION IN JAPAN

P. V. McLane, Assistant Trade Commissioner

[Note.—Yen figures converted at the rate of $47 per 100]

Kobe, November 1, 1929.—Financial retrenchment and increased exports of raw silk have already effected a notable improvement in the foreign trade balance which, contrary to earlier indications, promises to be much more satisfactory than for any of the past several years. In view of the satisfactory development of foreign trade as well as of the exchange rate, the removal of the gold embargo may be carried out earlier than could have been presumed a few weeks ago.

There was a further rise in the rate of Japanese exchange, the average rate on New York for September reaching $47·131 as against $46·454 for the previous month. The advance was only kept in moderate bounds by operations of the Yokohama Specie Bank, charged with regulating exchange transactions, and by the announcement that the United States Federal Reserve Bank had increased the official rate of rediscount. The tendency is for a gradual appreciation to par value, but a too rapid development which would dislocate the export trade is not favoured by banking and Government authorities.

Owing to favourable weather conditions, rice quotations for future delivery declined, but spot prices showed a strong tone because of a shortage in marketable stocks and unfavourable crop estimates in Chosen (Korea) where the

southern districts were suffering from drought. The average price of spot rice showed a slight advance at 28.94 yen ($13.60) compared with 28.52 yen ($13.40) for the previous month, but is far lower than the figure of 31.48 yen ($14.80) for August, 1928.

In spite of the improvement of the Japanese exchange rate, raw silk quotations were well maintained; the average for August for "Saiyuto" spot reaching 1,305.56 yen ($613.61) as against 1,286.11 yen ($604.47) for the previous month. This advance was caused by high prices of cocoons and a large consumption and demand for raw silk in the United States. Arrivals at Yokohama and Kobe totalled 114,581 bales, a slight decrease compared with July. Sales were very active, reaching 120,275 bales, owing to the brisk demand from the United States, and stocks were consequently reduced to 18,795 bales. Exports of raw silk achieved a new record, totalling 70,402 bales, an increase of 8,549 bales compared with the same period of last year.

Quotations of cotton yarn were steady at a monthly average of 249.11 yen ($117.08), compared with 242.58 yen ($114.01) for July. The production of yarn was about 223,000 bales, a decrease of 1,500 bales owing to the severe summer heat. An increase in production is expected in the autumn, when the increase in the number of spindles installed in view of the abolition of night work should make itself felt.

Centrifugal sugar was slightly stronger owing to speculative buying, but refined sugar declined. Paper was inactive owing to a heavy increase in production, which during the first seven months of this year reached 12·2 per cent, as against an expansion in sales of only 9 per cent. Iron and steel products were quoted low in an effort of home manufacturers to compete with imports.

Shipping has been stagnant beyond the customary dullness of the summer season, the number of ships ordinarily engaged in the ocean trade which drifted into the coastal traffic badly affecting freight rates. Timber rates declined to 80 yen ($37.60) towards the middle of August compared with a freight rate of 140 yen ($65.80) prevailing in March. The ocean trade whose revenue consists of foreign currency suffers from the appreciation of Japanese exchange.

The progress of the trade situation so far this year has been very favourable, the excess of imports from the first of this year to October 10, totalled 121,785,000 yen ($57,238,950), showing a sharp drop from 191,277,000 yen ($89,895,790) for the same period two years previously, according to the Ministry of Finance. It is believed in leading business circles that this year's excess of exports will continue till the end of November, and that the excess of imports after all will not far exceed 100,000,000 yen ($47,000,000). This sum, moreover, is expected to be partially offset by invisible exports.

Shipments of cotton cloth and yarn for China have been resumed in earnest with the subsiding of the anti-Japanese boycott. This is notably so in the exportations of finished cloth. The markets in British India, the South Seas, South Africa and the Near East are also being rapidly expanded for cotton products.

The country's foreign trade for the first ten days of October totalled 111,075,000 yen ($52,205,820), including 67,435,000 yen ($31,694,450) of exports and 43,640,000 yen ($20,800,000) of imports, showing the excess of exports to the amount of $23,795,000 yen ($11,183,550). Exports advanced 50,404,000 yen ($23,689,880), but imports declined 9,150,000 yen ($4,300,500) as compared with the same period of last year.

The excess of exports for the ten days also increased 14,554,000 yen ($6,839,-380) over the year before. Raw silk shipments from Yokohama for the period

under review amounted to 12,252 bales, declining 134 bales from the preceding ten days, according to the Yokohama Customs House. Of these, 11,763 bales were shipped to the United States, 135 bales to Canada, and 354 bales to Europe.

SUMMARY AND OUTLOOK

The expansion of exports, in spite of the appreciation of Japanese exchange, may be explained by the expectation of even higher rates of exchange until par value is reached, which induces purchasers abroad to cover their requirements at as low a rate as possible. The same expectation tends to reduce imports for the time being, as foreign goods could obviously be imported more cheaply when the par value of Japanese currency has been restored. There is, however, no danger of a sudden flood of imports as soon as parity has been restored in view of the financial retrenchment practised by the Government, normally the largest buyer in the market.

The financial authorities are anxious to reduce the bank note circulation because of the realization that the present comparatively high level of commodity prices is largely due to an excessive note circulation. Although the total of the nation's gold specie held at home and abroad has decreased from 2,178,000,000 yen ($1,023,420,000) at the end of 1920 to 1,178,000,000 yen ($783,660,000) at the end of March, 1929, the daily average of notes in circulation shows an increase from 1,192,000,000 ($560,240,000) in 1920 to 1,276,000,000 yen ($599,720,000) in the first half-year of 1929. The process of contraction can only be a gradual one, and will, no doubt, be continued after the abolition of the embargo.

MERCHANDISE MARKS INQUIRY FOR GREAT BRITAIN

Mr. Harrison Watson, Canadian Government Trade Commissioner in the United Kingdom, writes that the British Board of Trade have referred to a Standing Committee, provided for under the Merchandise Marks Act of 1926, applications for Orders in Council to require the marking with an indication of origin thereon of imported motor vehicles, chassis, and parts; batteries; wrought enamelled hollow-ware; brooms and brushes; photographic plates; films and paper; wallboard; gypsum; and coat hangers. The committee will consider whether these articles should be marked on sale or exposure for sale, and they may, at their discretion, also consider whether the articles should be marked on importation.

SCANDINAVIAN PULP AND PAPER INDUSTRY

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, November 7, 1929.—According to *Papir-Journalen,* at the end of October the prevailing feature of the Norwegian paper market was the general lack of activity, which now applies to all grades. It is difficult to ascribe the situation to any particular circumstance, but cautious buying prevails. In the newsprint section the situation seems to be better than elsewhere.

With respect to the pulp market, there is little change to be noted in the chemical group, although a weaker tendency is reported in bleached sulphite. There are no important price changes, and few sales have been made.

The market for moist mechanical pulp is still firm, with the Norwegian mills holding out for 52.50 to 53 krs.

SWEDEN

The month-end issue of *Svensk-Pappers-Tidning* states that at the end of October there was some extension of business to be reported, with comparatively good sales of kraft paper and boards. The improved business during this year is reflected in increased exports, particularly in the more important groups, as follows:—

	January-September 1928 Tons	1929 Tons
Newsprint paper	110,822	142,782
Wrapping, tissue, writing, better printing, hanging paper, etc.	137,064	168,283
Imitation parchment	6,459	7,834
Boards	26,146	31,482

Although a large part of the increase is certainly due to the fact that the industry was hampered in 1928 by a labour difficulty which persisted for five weeks, there are grounds for believing that production this year has been on a larger scale than in 1928. Prices in the paper groups have shown hardly any changes.

As has previously been reported (see *Commercial Intelligence Journal* No. 1336: September 7, 1929), sales of strong sulphite for delivery in 1930 were made early this summer, and already about two-thirds of the output for next year have been sold. The supply of bleached sulphite remains good, and large business was done during October, especially for silk mills, to be delivered during 1930. For this grade the trend of prices seems to be downward. At the end of October prices per ton c.i.f. North Europe ports were: bleached sulphite, £15 5s.; easy bleaching sulphite, £13 11s.; strong sulphite, £12 12s. 6d.; sulphate, £10 2s. 6d.; kraft, £10 15s.; mechanical, wet, £3 6s.

EXPORTS FROM NORWEGIAN MILLS

According to the Central Bureau of Statistics, the exports of various products of the Norwegian pulp and paper mills during the first nine months of this year and for the same period of 1928 were as follows:—

	1929 Tons	1928 Tons
Mechanical pulp	426,934	382,403
Chemical pulp, total	211,727	200,542
Sulphite, dry, unbleached	87,404	74,694
Sulphite, dry, bleached	97,100	96,265
Sulphate, dry, unbleached	18,594	18,490
Cardboard	8,222	7,847
Printing paper	171.215	166,815
Newsprint	127,111	123,979
Wrapping paper	65,030	62,556
Kraft	25,225	24,337
Tissue	19,430	20,155
Greaseproof	14,648	13,367

SWISS ECONOMIC CONDITIONS

LESTER S. GLASS, ACTING TRADE COMMISSIONER

[NOTE.—1 Swiss franc equals 19·3 Canadian cents]

Rotterdam, November 12, 1929.—Switzerland's foreign trade figures remain high and employment is good. There is a marked increase in the earnings of the Federal railways and other transport institutions. The summer brought a very profitable season to the hotel industry. Building activity has been considerable; during the first seven months of this year, nearly 4,000 houses were erected and permission was granted for the erection of 116 new factories. The metal

and machinery, watchmaking and chemical industries have maintained a very steady level.

Apart from the manufacture of watches, Switzerland is, perhaps, best known for its chocolate. This industry, which after the war suffered disastrously through diminished buying power in her export markets, is now in a more prosperous position and the home trade has recently been well developed.

During August there was a general falling off in business activity, particularly in finance. The currency, however, shows no appreciable fluctuations and the national bank assets remain practically stationary.

In 1928, imports for the first nine months were valued at 1,991,494,111 fr. and exports at 1,538,703,319 fr., leaving a balance of trade against Switzerland of 452,790,792 fr. In the same period of 1929, a slight increase in exports was recorded, the total being 1,542,806,112 fr. Imports amounted to 2,012,793,286 fr., leaving an adverse balance of trade of 470,987,174 fr. Canada, for the first nine months of this year, is credited with 100,124,456 fr., made up of 27,901,596 fr. as exports from Switzerland and 72,222,850 fr. as imports from Canada, being an adverse balance of 44,321,254 fr.

THE CZECHOSLOVAK FLOUR TRADE

L. D. Wilgress, Canadian Trade Commissioner

IMPORT STATISTICS

Hamburg, November 7, 1929.—The following table gives the official Czechoslovak statistics of the imports of wheat flour into the republic during the calendar year 1928 and the first six months of 1929:—

From	1928	January to June 1929
	In Metric Tons	
Hamburg	66,275	25,191
Hungary	64,443	33,014
Canada	20,592	10,522
Roumania	8,016	1,462
France	4,941	2,193
United States	4,192	2,538
Germany	3,359	1,084
Holland	1,466	1,003
Jugoslavia	658	112
Austria	577	477
Great Britain	163	47
Trieste	159	2,146
Bulgaria	86	14
Other countries	176	12
	175,104	79,815

Note.—1 metric ton=2,204 lbs.

In the first six months of 1928 the total imports of wheat flour imported into Czechoslovakia amounted to 79,040 metric tons, or practically the same quantity as that imported during the first half of this year. On the other hand, in the first six months of last year 31,557 metric tons were imported from Hamburg and 28,587 metric tons from Hungary, whereas in the corresponding period of this year the relative position of these two sources of supply has been reversed.

The imports credited as coming from Hamburg in the Czechoslovak trade statistics are practically entirely composed of Canadian and United States flours. Adding to the imports from Hamburg the figures of imports from Canada and the United States, it will be seen that 38,251 metric tons or 430,128 barrels of North American flour were imported during the first six months of this year as against 33,014 metric tons imported from Hungary. In the same period of last year 40,988 metric tons of North American flour and 28,587 metric tons of Hungarian flour were imported into Czechoslovakia.

Canadian flour probably comprised as much as four-fifths of the total quantity of North American flour imported during the first six months of this year, so that the Canadian mills may be estimated as having supplied Czechoslovakia with approximately 340,000 barrels of flour during the period in question.

PRESENT TRADE CONDITIONS

The trade statistics for the second half of this year should show a marked falling off in the imports of Canadian flour into Czechoslovakia and a corresponding increase in the importations of flour from the United States.

The *Deutsche Getreide Zeitung*, a leading German grain journal, has published an interesting article by its Prague correspondent on the Czechoslovak flour trade. In this article it is pointed out that before the war Canadian and United States flours were not imported into the present territory of Czechoslovakia, local and Hungarian flours being exclusively used. Since the war a very large trade has developed with Czechoslovakia in overseas flour. The Canadian product has been preferred on account of its high gluten content and owing to its adaptability for mixing with the locally produced flours. At the present time, however, the prices for Canadian flour are so high that the Czechoslovak buyers are compelled to pay greater attention to the products of United States mills, particularly to Kansas flour. The result has been that larger quantities of flour have been purchased from Kansas mills than for many years.

The question has been raised as to whether the United States mills will be able to maintain the position which they have now secured in the Czechoslovak flour import trade. This is considered to depend largely upon the course of prices in Canada. At present, in addition to the Kansas mills, the Hungarian milling companies are also participating in the Czechoslovak trade, but although their prices are competitive they appear to be having a relatively quiet season.

COMPETITION OF CZECHOSLOVAK MILLS

The article above referred to points out that the mills in Czechoslovakia are now endeavouring to meet foreign, particularly North American, competition by the adoption of certain practices. For instance, they are selling their flours under brands with English names, such as "Cowboy" "Canadas", etc. They are also delivering flour in 140-pound sacks in the place of the former 75- or 85-kg. (165 or 187 pounds) sacks, at the same time using similar material for the sacks as that enmployed by the Canadian and United States mills. Finally, they give a guarantee that the flour packed in this manner is made from high-grade Canadian or North American wheat. In the latter connection it is contended that corresponding quantities of Canadian or American wheat have not been imported into Czechoslovakia in recent months. Accordingly it has been proposed that a sharp protest should be made to the authorities against this practice of the Czechoslovak mills, since consumers could easily be led to believe thereby that they were buying genuine North American flour. Such a protest is considered necessary not only in the interests of the Canadian and United States milling industries, but also to protect the interests of the Czechoslovak import firms who have built up the trade with Canada and the United States.

ECONOMIC CONDITIONS IN THE NETHERLANDS

Lester S. Glass, Acting Trade Commissioner

[40·2 Canadian cents equals one guilder]

Rotterdam, November 7, 1929.—The third quarter of the year brought with it a very satisfactory improvement in the conditions surrounding trade and industry in general in Holland. Important amalgamations and co-operative schemes have been effected in the margarine, shipbuilding and ship repairing, dredging and building, and artificial silk industries. In the case of the last named, two of the most important interests—the Netherlands Artificial Silk Works (E.N.K.A.) and the Vereenigde Glansstoffen Fabrieken—have become fused, but each retains its legal and economic independence. Agriculture and fisheries have yielded so far a fair return.

AGRICULTURE

The severe winter of 1928-29 caused great damage in some parts of the country; in others the dry summer resulted in sub-normal crops. Competition has been extremely keen both on the home market and in foreign countries, and prices have been disappointing. There is a slight decrease in the area of land cultivated in 1929: 762,355 hectares as against 774,093 hectares in 1928. The greatest decreases have appeared in the land given over to the production of winter crops, winter wheat and winter barley, in all amounting to 22,102 hectares. This has, of course, been made up to some extent by other crops which show increased acreage. In the case of summer barley there has been an increase of over 10,000 hectares, while oats and potatoes have increased by 7,000 and 3,000 respectively.

TRANSPORTATION

Both in Rotterdam and Amsterdam there has been a substantial increase in the arrivals of sea-going vessels. During the period January to September, there has been an increase of 91 vessels of 921,521 gross tons entering Amsterdam, the number being 2,948 and the tonnage 20,216,370 gross tons.

The number of vessels entering Rotterdam during the period was 9,390 with a net tonnage of 15,909,926 as against 9,256 vessels registering 15,620,584 net tons in the same period of 1928.

Air-transportation has shown remarkable strides. In 1920 the total of air kilometres covered was 82,000; in 1928, 1,623,000; and in the period January to September, 1929, 1,644,800. In 1920, 345 people travelled by air; in 1928, 17,007; and during the first nine months of 1929, 18,258 passengers were transported.

The charges for freight by air lines vary from 0.35 fl. ($0.14) per kilogram from Rotterdam to Antwerp and Brussels to 3 fl. ($1.20) to Moscow. The mail rates are similarly low, the extra charge over the ordinary rate being but 0.05 fl. ($0.02) per 20 grams to any country in Europe, while to the North American continent the additional charge is $0.12. Passenger tariffs are also relatively low, varying from 7.50 fl. ($3) between Amsterdam and Rotterdam, a distance of about 55 miles. The highest fixed charge is 129.50 fl. ($51.80) from Amsterdam to Marseilles.

RADIO

Of recent date there has been a strong movement towards the sale of Dutch manufactured radios and accessories, to the exclusion of foreign imports, and a very decided endeavour on the part of Dutch manufacturers to enter foreign markets.

During the month of September, 1929, 994 tons valued at 6,940,000 fl. were exported as against 999 tons valued at 7,102,000 fl. during the previous month. However, this does not affect the enormous increase in the total exports of radio accessories from Holland during 1929, the average monthly exports being valued at 6,500,000 fl.

A comparison of the January to September period from 1925 is interesting. In 1925 and 1926 imports exceeded exports, but since then the position has been reversed. Fifty per cent of the imported equipment this year originated in Germany, while imports from England amounted to 2,400,000 fl. and from Switzerland 1,700,000 fl.

January-September	Export Florins	Import Florins
1925	590,000	1,663,000
1926	2,163,000	2,436,000
1927	5,728,000	2,882,000
1928	14,074,000	6,186,000
1929	58,924,000	11,951,000

FILAMENT LAMPS

The manufacture of metal filament lamps, which is one of the most important industries in Holland, has enjoyed a good year, there being an increase of nearly 4,000,000 fl. in the value of exports during the period of January to September over the same period of 1928: 50,478,000 units valued at 21,397,000 fl. as against 45,970,200 units valued at 17,491,000 fl.

EGGS

The branch of industry devoted to the production of poultry products has been profitable during the first three quarters of 1929. Exports of fresh eggs amounted to 64,060 tons valued at 52,862,000 fl. as against 59,862 tons valued at 46,541,000 fl. during the corresponding period of 1928. Germany was the best market (47,830 tons), followed by Great Britain (13,000 tons). The Argentine absorbed over 1,000 tons.

FOREIGN TRADE

Imports into the Netherlands for the period January 1 to August 31 totalled 19,934,038 metric tons valued at 1,835,781,000 fl. against 19,511,001 tons valued at 1,813,690,000 fl. in 1928. Exports were 10,556,894 tons valued at 1,366,882,000 fl. against 9,857,270 tons valued at 1,286,784,000 fl. Holland is one of the greatest trading countries of the world and her ports are the entrepôt for vast quantities of merchandise for the hinterland of Europe by way of the navigable rivers which pass through Holland.

TRADE WITH CANADA

During the twelve months ending August 1929 the trade of Canada with the Netherlands amounted to $46,439,847, of which $36,462,507 were exports from Canada and $9,977,340 imports from Holland. This leaves Canada with a favourable balance of $26,485,167. Owing no doubt to the greatly lessened shipments of grain to European ports, Canada's trade this year will no doubt show some diminution over last year, when the total was $52,819,178, which was made up of $44,364,333 for exports and $8,454,845 for imports.

Imports in 1929 up to the end of August were valued at $6,387,879 as against exports of $16,982,101. With the exception of August each month has shown a substantial increase in exports and without exception an increase in imports.

FINANCE

The financial situation in Holland may be regarded as favourable. The provisional figures for 1928 give the total expenditure as 654,950,529 fl. and revenue as 662,127,978 fl., which leaves a surplus of 7,177,449 fl., and it is confidently anticipated that the present year will show a surplus of 20,000,000 fl.

MONEY, STOCKS AND BONDS

A feature of the money market has been that even in August, when conditions were more or less stringent, money was easily secured during certain periods, and rates have been comparatively low. In July the lowest quotation was 5 per cent; in August, $3\frac{3}{4}$; in September, $5\frac{5}{16}$, ranging to the highest quotation in each month respectively of $5\frac{1}{4}$, $5\frac{5}{16}$ and $5\frac{13}{32}$. There has been a gradual stiffening in the money market ever since August because of the discrepancies between the New York and the Amsterdam Bank rate.

The Stock Exchange was fairly steady during the greater part of the third quarter of the year with a strong inclination to focus on industrial shares.

The total amount of new issues, both home and foreign, during the three quarters ending September was 337,000,000 fl. as against 450,000,000 fl. in 1928. Nearly one-third of the total of the new flotations in 1929 were launched in the month of February, these amounting to 100,000,000 fl. Most of the larger issues have been conversions, and of new issues the majority are bonds.

LABOUR AND COST OF LIVING

At the beginning of the year there was considerable unemployment (16·2 per cent), the highest figure since 1926. In March the figure stood at 13 per cent, and in April there was a great decrease to 2·8 per cent (1·2 lower than in April), and in May the figure was 2·4 per cent, or 41,800 unemployed, with a further decrease in June to 41,100. The greatest unemployment was confined to three trades—construction, agriculture and peat digging, and fisheries—who were all well occupied by the end of May.

The general decrease in wholesale prices, taking the year 1913 as base, showed a slight though steady betterment over similar periods last year. The year opened with a general index figure of 146 as against 153 in 1928. September showed a decrease in this figure to 141, as against 145 for the same period last year. Foodstuffs are going down in price, having begun the year with an index figure of 153 as against 160 in the same month of 1928; in September the figure fell to 147 as against 128 last year.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Australian Tariff Changes

A cablegram from the Canadian Trade Commissioner's office in Melbourne, Australia, to the Department of Trade and Commerce, Ottawa, states that proposed higher duties on 221 tariff items were tabled by the Commonwealth Treasurer on November 21, and became operative next day. Assembled motor car chassis are now intermediate tariff 35 per cent, general tariff 40 per cent (formerly 30 per cent and 35 per cent). (The British preferential tariff of 5 per cent on assembled chassis remains unaltered.) Among other goods affected of interest to Canada are: Enclosed motor bodies, now British preferential tariff £85 each, general tariff £95 (formerly £65 and £75); timber undressed, cut to size for box making, now 12s. per 100 superficial feet (formerly 5s.); if dressed 14s. (formerly 6s.); redwood and other timber dressed, tariff item 291L, now 20s. per 100 superficial feet (formerly 8s. 6d. and 15s.); wood manufacturers, now British preferential 50 per cent general tariff, 65 per cent (unspecified wood manufactures formerly 30 per cent and 45 per cent); wrapping papers, all colours, now British preferential 10s. 6d. per hundredweight of 112 pounds, general tariff, 12s. 6d. (formerly 8s. and 10s.); paper manufactures, now British preferential 45 per cent, general tariff 55 per cent (formerly 35 per cent and 45); silk hosiery, now British preferential 30s. per dozen pair or 45 per cent; general tariff 50s. or

60 per cent (formerly British preferential 7s. or 35 per cent, and general tariff 11s. or 50 per cent); metal manufactures unspecified in the tariff, now British preferential 45 per cent, general tariff 60 per cent (formerly 35 per cent and 45 per cent); gum and wading boots, now British preferential 30 per cent, general tariff 40 per cent (formerly free, and 10 per cent); rubber manufactures, unspecified in the tariff, now British preferential 35 per cent, general tariff 50 per cent (formerly 25 per cent and 40 per cent).

Substantial increases have been made on corsets, dressed skins, wire, lawn mowers, wireless goods, sparking plugs, motor springs, gears, windscreens, aluminum ware, carbide, pianos, and gramaphones.

(Canada is accorded the Australian intermediate rate on corsets, motor car chassis, sparking plugs when accompanying chassis or complete motor cars, certain parts of vehicles, and otherwise on the aforementioned goods, the general tariff.)

South African Tariff Changes

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

Cape Town, August 22, 1929.—The tariff changes proposed by the South African Minister of Finance in his budget speech passed with slight alterations. Increased duties became operative on July 26, 1929, the date on which they were tabled in the House, and the decreases went into effect on August 21.

Increases of particular interest to Canada are: (1) Spindle chairs, assessed under tariff item 269, at 25 per cent ad valorem and now placed on a par with bentwood chairs at 20 per cent ad valorem, plus one shilling (1s.) each (the effect of the increase being to raise the duty to about 40 per cent ad valorem). (2) Bathing suits, assessed under item 65 (iv), the old duty having been increased from 15 per cent to 20 per cent as protection to two local factories. This item also includes pullovers and jerseys, and knitted outer garments. The duty on knitted underwear, item 65 (iii), is also affected, as provision has been made for a suspended duty of 5 per cent ad valorem, which can be made operative by proclamation at any time desired. Such imposition would make the duty 20 per cent ad valorem.

Provision has been made for a suspended duty of 2s. 6d. per 100 pounds on full cream sweetened condensed milk. The basic duty is 12s. 6d. per 100 pounds. The duty on " other " full cream milk, 10s. 5d. per 100 pounds, plus a suspended duty of 2s. 1d. per 100 pounds, remains unchanged.

Printed wax cartons (jars) other than for packing honey and dairy, fat, meat, and fruit products, formerly free of duty under item 285, will now be assessed at 30 per cent ad valorem, and unprinted at 20 per cent ad valorem. Castor sugar has been removed from item 43 (*a*) to 43 (*b*), which involves an increase of duty per 100 pounds of 2s., the new rate under the maximum tariff being 8s. per 100 pounds. No country obtains the benefit of the minimum tariff on this commodity.

Gloves of all kinds, except gloves made wholly of rubber and gloves specially constructed for industrial or sporting purposes, are reduced 5 per cent, the new duty being 10 per cent ad valorem. Item 95 (*a*) is changed to include both hauling and hoisting chains, and the duty is decreased from 3 per cent ad valorem to free. Trek chains, item 95 (*b*), formerly dutiable at 10 per cent ad valorem, have been placed on the free list, as have metal fittings for chains under the above two subsections, namely, split links, shackles and thimbles, the old duty on which was 5 per cent ad valorem, under item 95 (*c*). A fourth subsection (*d*) has been added to this item covering chains imported in lengths for the making of non-skid chains for motor vehicles under such conditions as the Minister may prescribe, the duty being 10 per cent ad valorem. The conditions mean that this duty is applicable only when non-skid chains in lengths are imported by

registered Union manufacturers. When imported by others, they are dutiable under 129 (*h*) for motor cars at 20 per cent, and for motor cycles under 86 (*a*) at 20 per cent general and 15 per cent to Great Britain.

Electric vacum cleaners have been differentiated as item 113 (*c*) with a duty of 10 per cent ad valorem, having formerly been assessed as hardware, n.e.e., item 113, at 20 per cent ad valorem. Tariff item 118 (*g*) has been reworded to include "workshop machinery and appliances ordinarily used in a motor garage for manufacturing and repair work," and will include such things as vulcanizing equipment, dutiable at 3 per cent ad valorem generally and free to Great Britain. Sub-item 129 (*f*) is reworded as follows:—

Chassis imported for bodies to be constructed in the Union from wood unmanufactured or shaped or fashioned; from metal sheets or metal stampings, panels, pillars, doors and door posts with or without metal fittings, fibre or other boards in sheets or cut to shape or fashioned; from upholstery, hood and curtain materials in the roll or in the piece or shaped, fashioned or finished, cushion springs and cages therefor, sockets, electrical equipment, metal fittings and from other materials not fashioned or cut to shape, ad valorem 15 per cent.

Motor truck and van chassis are treated in item 130, of which paragraph (*c*) is deleted and two new paragraphs inserted as follows: (c) chassis (including tipping gear) imported for bodies to be built in the Union (i) in a completely unassembled condition, 3 per cent ad valorem, (ii) otherwise, 5 per cent ad valorem; (*d*) metal frames of trailers (including the wheels but excluding tires and tubes) for completion as trailers in the Union, ad valorem 5 per cent. The duty under the previous item 130 (*c*) was 5 per cent ad valorem. Under item 147 a new paragraph (*c*) is inserted for metal frames of trailers for traction engines and tractors with a duty of 5 per cent ad valorem. Pneumatic rubber tires "when imported with chassis and metal frames of trailers, for bodies to be built or constructed in the Union," or "for attachment to chassis of motor vehicles assembled or manufactured in bond," one tire per wheel in each case, are now dutiable at 6d. per pound as against the former duties of 10d. per pound minimum (the rate on Canadian and English tires) and 1s. maximum. Pneumatic rubber tires not conforming to these conditions remain dutiable at 10d. per pound preferential and 1s. per pound general.

Mulching paper for agricultural purposes is made free as against the former duty of 20 per cent ad valorem. A proposed decrease of 10 per cent on electric stoves, item 143, was not passed by Parliament.

Irish Free State Tariff Changes

The Canadian Trade Commissioner at Dublin, writing under date of November 11, 1929, advises that the Irish Free State has imposed a customs duty (applicable to imports from all countries) of 20 per cent ad valorem on all quilts of which the covers consist wholly or partly of silk, or artificial silk, and which contain down or feathers, and which are imported into the Irish Free State on or within five years after November 8, 1929. A similar duty is imposed on all unfilled quilt covers which consist wholly or partly of silk or artificial silk.

New Draft Marking Order in Great Britain

A draft order under section 2 of the Merchandise Marks Act of 1926 was laid before Parliament in Great Britain on November 5, regarding marks of origin on various classes of imported merchandise. The order provides for an indication of origin on imported scientific glassware as enumerated in a schedule, both at the time of importation and when sold or exposed for sale in the United Kingdom. An indication of origin when sold or exposed for sale is prescribed for imported domestic, fancy and illuminating glasware; hosiery; implements

and tools; steel nails; Portland cement; asbestos cement products; and wood split pulleys. The draft order is to remain before both Houses of Parliament for 20 days, after which if no address against it is presented a final marking order will be issued. In the case of implements and tools, the marking order if confirmed is to go into force on July 1, 1930; hosiery, August 1, 1930; the other goods either three months or six months from the date of issue.

Information concerning the method of marking the different articles may be obtained on application to the Department of Trade and Commerce, Ottawa.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING NOVEMBER 25

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 25, 1929, with the official bank rate. Quotations for the week ending November 18, 1929, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Nov. 18	Nominal Quotations in Montreal Week ending Nov. 25	Official Bank Rate
Austria	Schilling	.1407	$ .1453	$ .1439	8½
Belgium	Belga	.1390	.1426	.1413	4½
Bulgaria	Lev	.0072	.0073	.0072	10
Czechoslovakia	Krone	.....	.0302	0299	5
Denmark	Krone	.2680	.2732	.2705	5½
Finland	Markka	.0252	.0257	.0254	7
France	Franc	.0392	.0416	.0397	3½
Germany	Reichsmark	.2382	.2438	.2417	7
Great Britain	Pound	4.8666	4.9712	4.9281	5½
Greece	Drachma	.0130	.0132	.0131	9
Holland	Guilder	.4020	.4113	.4077	5
Hungary	Pengo	.1749	.1785	.1767	7½
Italy	Lira	.0526	.0533	.0528	7
Jugo-Slavia	Dinar	.1930	.0180	.0179	6
Norway	Krone	.2680	.2732	.2705	5½
Portugal	Escudo	1.0805	.0459	.0454	8
Roumania	Leu	.0060	.0061	.0060	9½
Spain	Peseta	.....	.1424	.1417	5½
Sweden	Krona	.2680	.2740	.2716	5½
Switzerland	Franc	.1930	.1978	.1960	3½
United States	Dollar	1.00	1.02	1.0100	4½
Argentine	Peso (Paper)	.4244	.4239	.4191	..
Brazil	Milreis	.1196	.1203	.1187	..
Chile	Peso	.1217	.1236	.1224	6
Colombia	Peso	.9733	.9894	.9797	9
Mexico	Peso	.4985	.4897	.4883	6–7
Peru	Libra	4.8666	4.0800	4.0400	8
Venezuela	Bolivar	.1930	.1963	.1949	..
Uruguay	Peso	1.0342	.9919	.9771	..
Cuba	Peso	1.0000	1.0003	1.0003	..
Java	Guilder	.4020	.4105	.4060	5½
Shanghai	Tael	.....	.5600	.5580	..
India	Rupee	.3650	.3710	.3673	7
Japan	Yen	.4985	.4992	.4943	5.48
Siam	Baht (Tical)	.4424	.4641	.4595	..
Straits Settlements	Dollar	.5678	.5775	.5706	..
Jamaica	Pound	4.8666	4.9699	4.9212	..
British Guiana Barbados Trinidad	$	1.0000	1.02⅞—1.03⅞	1.01⅞—1.02⅞	..
Other British West Indies	$	1.0000	1.02¾—1.04 3/64	1.01¾—1.03 1/64	..
Martinique	Franc	.0392	.0401	.0397	..
Guadeloupe	Franc	.0392	.0401	.0397	..

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

967. Potatoes.—A Jamaican commission agent would like to represent a firm in Canada exporting potatoes.

968. Potatoes.—A commission agent in Havana desires to represent a Canadian firm exporting potatoes and seed potatoes.

969. Split Peas.—A commission agent in Jamaica would like to get in touch with Canadian exporters of split peas.

970, 971. Codfish (Dried).—Two provision merchants in Athens wish to act as representatives of a Canadian exporter of dried codfish.

972. Codfish (Dried).—Provision merchant in Salonica wishes to act as representative of a Canadian exporter of dried codfish for Macedonia and Thrace.

973. Codfish (Dried).—A commission agent in Havana desires to represent a Canadian firm exporting dried codfish.

974. Dried Salt Cod.—A commission agent in Jamaica wishes to represent Canadian exporters of dried salt cod.

975. Herrings.—A commission agent in Havana desires to represent a Canadian firm exporting smoked and pickled herrings.

976. Canned Salmon.—A Jamaican importer wishes to get in touch with Canadian exporters of canned salmon.

977. Refined Lard.—A firm in Malta wish to represent Canadian exporters on an exclusive agency commission basis for refined lard.

978. Flour.—A firm of commission merchants in Jamaica, with excellent connections, would like to represent a Canadian flour mill.

979. Feed Oats.—A commission agent in Jamaica is desirous of representing Canadian exporters of feed oats.

980. Whisky (Rye).—Salonica merchant desires to act as agent for Canadian exporters of rye whisky.

Miscellaneous

981. Senega Root.—An English firm of manufacturing chemists regularly using senega root are open to consider direct offers from Canadian exporters for next season's requirements. Samples and c.i.f. Liverpool quotations required.

982. Senega Root.—A large firm of manufacturing chemists in the North of England are open to consider direct offers from Canadian exporters of senega root for next season's requirements. Samples and c.i.f. prices necessary.

983. Senega Root.—A Manchester house invites quotations with samples on senega root for next season's requirements.

984. Senega Root.—A Liverpool firm of drug brokers, with an established connection among manufacturing chemists throughout the North of England, are open to consider acting as agents on a commission basis for Canadian exporters of senega root. Invite correspondence with full particulars of prices and samples for next year's trade.

985. Paperboards.—A London company, who purchase upon behalf of branches in Australia, ask to be placed in touch with Canadian manufacturers of paperboards and cardboards who are not already represented in Australia and who seek export trade to that country.

986. Sulphite Pulp.—Commission agent in Argentina seeks the representation of a Canadian company offering unbleached sulphite pulp. Samples may be obtained from the Department of Trade and Commerce upon application. Send samples (sample post) and c.i.f. quotation to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires, Argentina.

987. Wood Pulp.—A London company, who purchase upon behalf of branches in Australia and New Zealand, wish to form a connection with actual Canadian manufacturers of

the following varieties of wood pulp used in the manufacture of pulp boards who are not already represented in Australasia: bleached sulphite pulp, prime quality; easy bleaching sulphite pulp, prime quality; strong sulphite pulp, prime quality; white, dry, mechanical wood pulp, prime quality. Manufacturers interested should send a complete range of samples, with prices either f.o.b. Canadian port or c.i.f. Australian ports.

988. Raincoats (Men's and Women's).—Constantinople firm desire to get in touch with Canadian exporters of men's and women's raincoats.

989. Surgical Rubber Goods.—Surgical rubber goods are wanted by a Constantinople concern.

990. Rubber Goods.—Surgical rubber goods and rubber goods in general are requested by a British firm in Constantinople.

991. Raw Hides.—Agent in Constantinople wants to be put into touch with Canadian exporters of hides.

992. Raw Hides.—British firm in Constantinople wish to purchase Canadian hides.

993. Agricultural Implements and Machinery.—Belgian firm in Constantinople would like to get in touch with Canadian exporters of tractors, ploughs, reapers, sowing machines, etc.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To Antwerp.—Pennland, Red Star, Dec. 8.

To Avonmouth, Cardiff and Swansea.—Dakarian, Leyland Line, Dec. 2.

To Liverpool.—Newfoundland, Dec. 2; Nova Scotia, Dec. 24—both Furness, Withy; Cedric, Dec. 9; Baltic, Dec. 16; Doric, Dec. 30; Megantic, Jan. 6—all White Star Line; Manchester Citizen, Dec. 17; Manchester Hero, Dec. 31—both Manchester Line.

To London.—London Corporation, Furness, Withy, Dec. 2; Napierian, Dec. 2; Mississippi, Dec. 16; Minneswaska, Dec. 23; Missouri, Dec. 30—all White Star Line; Tuscania, Dec. 9; Aurania, Jan. 6—both Cunard Line; Cairngowan, Thomson Line, Dec. 14.

To Manchester.—Manchester Division, Dec. 13; Manchester Citizen, Dec. 17; Manchester Producer, Dec. 27; Manchester Hero, Dec. 31; Manchester Regiment, Jan. 9—all Manchester Line.

To Glasgow.—Athenia, Dec. 14; Airthria, Jan. 5—both Anchor-Donaldson.

To Gothenburg.—Gripsholm, Swedish-American Line, Dec. 9 and Jan. 6.

To Bremen.—Berlin, Furness, Withy, Dec. 8.

To St. John's, Nfld.—Newfoundland, Dec. 2; Nova Scotia, Dec. 24—both Furness, Withy; Silvia, Dec. 3, 17, and 31; Rosalin, Dec. 24 and Jan. 7—both Furness-Red Cross; Farnorth (also calls at North Sydney), Farquhar SS., Dec. 6 and 20 and Jan. 3.

To St. Pierre-Miquelon.—Sollund, Newfoundland-Canada Traders, Dec. 2; Sambro, Dec. 4 and 22 and Jan. 9; Farnorth, Dec. 6 and 20 and Jan. 3; Fernfield, Dec. 10 and 24 and Jan. 7—all Farquhar SS.

To South American Ports.—Canadian Pathfinder, Canadian National, Dec. 20.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Dec. 13; Lady Nelson, Dec. 27; Lady Hawkins, Jan. 10—all Canadian National; Peter Maersk, Dec. 15; Agnete Maersk, Dec. 31—both Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Rodney, Dec. 7 and Jan. 4; Cavelier (does not call at Bermuda or Nassau), Dec. 14 and Jan. 11; Lady Somers, Dec. 21; Cathcart (does not call at Bermuda or Nassau), Dec. 28—all Canadian National.

To Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Champlain, Dec. 5 (also calls at St. Vincent, Grenada and Tobago) and Jan. 16; Chomedy, Dec. 19; Colborne (also calls at St. Vincent, Grenada and Tobago), Jan. 2—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar (also calls at Montego Bay and other Jamaica outports), Dec. 11 and Jan. 8; Caledonia, Dec. 25—both Pickford & Black.

To Australian Ports.—A steamer, New Zealand Shipping Co., Dec. 15; Canadian Britisher, Canadian National, Dec. 31.

To New Zealand Ports.—Canadian Challenger, Canadian National, Dec. 24 (also calls at Bluff).

From St. John

To Avonmouth.—Vardulia, Anchor-Donaldson, Dec. 21.

To Belfast and Dublin.—Lord Antrim, Head Line, Dec. 20 (cargo accepted for Londonderry and Cork).

To Cardiff and Swansea.—Vardulia, Anchor-Donaldson, Dec. 21.

To Glasgow.—Athenia, Dec. 13; Airthria, Jan. 4—both Anchor-Donaldson; Beaverburn, Canadian Pacific, Dec. 7.

To Hull.—Cairngowan, Thomson Line, Dec. 13.

To Liverpool.—Duchess of Atholl, Dec. 6; Duchess of Richmond, Dec. 14 and Jan. 10; Duchess of York, Dec. 18; Beaverburn, Dec. 27; Montrose, Jan. 3—all Canadian Pacific.

To London.—Beaverford, Dec. 6; Beaverdale, Dec. 13; Beaverhill, Dec. 20; Metagama, Dec. 27; Beaverbrae, Jan. 3; Beaverford, Jan. 10—all Canadian Pacific; Cairngowan, Thomson Line, Dec. 13.

To Manchester.—Manchester Division, Dec. 12; Manchester Producer, Dec. 26; Manchester Regiment, Jan. 8—all Manchester Line.

To Southampton.—Montcalm, Canadian Pacific, Dec. 12.

To Antwerp.—Beaverford, Dec. 6; Montcalm, Dec. 12; Beaverhill, Dec. 20; Metagama, Dec. 27; Beaverford, Jan. 10—all Canadian Pacific; Laval County, Dec. 24; Kings County, Jan. 4—both County Line.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, Dec. 20.

To Hamburg.—Beaverdale, Dec. 13; Beaverbrae, Jan. 3—both Canadian Pacific; Kent County, Dec. 30; Labelle County, Jan. 7—both County Line.

To South France and Italian Ports.—Valfiorita, Lloyd-Mediterraneo Italian Service, Jan. 5.

To Havre.—Brant County, Dec. 14; Kings County, Jan. 4—both County Line.

To Rotterdam.—Brant County, Dec. 14; York County, Dec. 30; Hada County, Jan. 11—all County Line.

To South African Ports.—Fantee, Dec. 12; Calgary (also calls at West Africa), Dec. 27—both Elder Dempster.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat. Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Dec. 5; Lady Nelson, Dec. 19; Lady Hawkins, Jan. 2—all Canadian National; Peter Maersk, Dec. 9; Agnete Maersk, Dec. 23; a steamer, Jan. 6—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To St. John's, Nfld.—Kyvig, Newfoundland-Canada SS., Dec. 9.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Canada (does not call at Nagasaki), Dec. 7; Empress of Russia, Dec. 21; Empress of Asia, Jan. 11—all Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Ixion, Dec. 10; Tyndareus, Jan. 7—both Blue Funnel.

To Yokohama, Kobe, Osaka and Dairen.—London Maru, Osaka Shosen Kaisha, Dec. 24.

To Yokohama, Kobe, Osaka, Moji, Dairen and Shanghai.—Arabia Maru (does not call at Dairen), Dec. 1; Arizona Maru (does not call at Dairen or Shanghai), Dec. 22; Africa Maru, Jan. 2—all Osaka Shosen Kaisha.

To Auckland, Wellington and Dunedin.—Golden Cloud, Oceanic and Oriental Navigation Co., Dec. 10.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Dec. 11; Niagara, Jan. 8—both Canadian-Australasian Line.

To Hobart, Beauty Point, Melbourne, Adelaide and Sydney.—Waikawa, Canadian-Australasian Line, Dec. 18.

To Auckland, Wellington, Bluff, Melbourne and Sydney.—Waitemata, Canadian-Australasian Line, Dec. 24.

To Napier, Lyttelton, Dunedin and New Plymouth.—Waihemo, Canadian-Australasian Line, Jan. 4.

To Melbourne and Sydney.—Indien, Canadian-Australasian Line, Dec. 10.

To Sydney.—Orient City, Australian-B.C. Shipping Co., Dec. 15.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Mirra Booka, December; Roxen, January—both Transatlantic SS.

To Liverpool, Southampton, London and Rotterdam.—Delftdyk, Dec. 3; Nictheroy, Dec. 17—both North Pacific Coast Line.

To London, Rotterdam and Hamburg.—Narenta, North Pacific Coast Line, Dec. 16.

To Manchester.—Prince Rupert City, Reardon Smith Line, Dec. 14.

To Havre, Dunkirk, Antwerp and Bordeaux.—Georgie, Dec. 2; Notre Dame de Fourvière, Dec. 19—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Rialto, Dec. 13; Fella, Jan. 10—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—Brimanger, Dec. 9; a steamer, Jan. 4—both Westfal-Larsen.

To West Indian Ports.—Lycia, Canadian Transport Co., Dec. 15.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

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COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*

Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Calle Coca 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, December 7, 1929 No. 1349

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BENTLEY'S SECOND PHRASE CODE TO BE USED IN TRADE COMMISSIONERS' OFFICES

The attention of Canadian exporters is directed to the fact that after January 1, 1930, Bentley's Second Phrase Code will be in use in all the offices of the Trade Commissioner Service.

DEC 7 1929

NOTICE TO EXPORTERS TO BERMUDA

Owing to its contiguity to the United States, it has been found convenient to transfer Bermuda from the territory assigned to the Trade Commissioner in Jamaica to that of the Trade Commissioner in New York. The transference is already in effect, and firms interested in Bermuda are requested to send all communications in connection with that Colony to the New York office, 44 Whitehall Street, New York City.

SUMMARY OF THE TRADE OF CANADA: MONTH, SEVEN MONTHS, AND TWELVE MONTHS ENDING OCTOBER, 1929

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of October, 1929			Seven months ending October, 1929			Twelve months ending October, 1929		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
Imports for consumption	$	$	$	$	$	$	$	$	$
Agricultural and Vegetable Products	22,681,730	5,069,462	9,246,500	136,902,466	29,226,426	60,288,027	232,757,086	53,621,644	104,007,571
Animals and Animal Products	5,627,109	483,614	3,355,509	35,641,617	3,278,458	22,331,504	68,641,751	5,644,582	40,134,119
Fibres, Textiles and Textile Products	16,410,244	6,138,989	6,378,692	111,501,574	41,934,443	40,800,680	204,793,610	74,188,463	82,158,658
Wood, Wood Products and Paper	5,804,385	565,176	4,878,653	37,671,005	3,391,572	31,675,451	62,738,460	5,296,048	53,432,872
Iron and its Products	23,805,777	1,916,364	20,957,587	212,342,420	14,155,651	191,918,047	348,620,293	21,933,448	315,581,716
Non-Ferrous Metals and their Products	9,617,914	600,614	8,151,476	54,580,367	4,469,342	45,752,087	89,454,545	7,181,572	75,639,630
Non-Metallic Minerals and their Products	20,442,169	1,319,138	16,051,789	115,236,614	9,003,195	90,633,721	182,119,595	13,029,366	146,530,272
Chemicals and Allied Products	3,770,542	664,180	2,364,988	24,931,490	3,437,441	16,736,783	39,881,738	5,399,743	27,087,760
Miscellaneous Commodities	8,111,327	1,048,460	5,982,626	47,757,113	7,067,453	34,126,954	74,474,397	10,690,605	53,670,518
Total Imports, 1929	116,271,197	17,805,997	77,367,820	776,564,666	115,964,980	533,263,254	1,303,481,475	196,985,471	898,243,116
1928	112,340,617	18,561,005	74,038,188	738,762,282	113,020,890	503,032,367	1,202,304,859	191,679,392	805,160,251
1927	93,935,872	16,937,438	58,205,186	645,413,889	107,777,322	416,768,386	1,078,975,104	176,551,328	706,272,685
Exports (Canadian Produce)	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
	$	$	$	$	$	$	$	$	$
Agricultural and Vegetable Products	45,812,622	29,044,907	4,219,935	240,268,926	118,206,642	25,404,823	524,828,419	254,533,072	50,530,414
Animals and Animal Products	14,855,614	4,533,149	7,269,550	85,295,883	27,375,159	45,273,112	146,629,066	41,632,001	78,764,589
Fibres, Textiles and Textile Products	847,597	89,605	380,132	6,096,910	550,458	3,031,063	9,884,510	886,595	4,824,356
Wood, Wood Products and Paper	27,644,282	1,818,633	22,758,371	175,396,660	14,438,849	143,666,809	294,917,836	22,489,272	241,135,931
Iron and its Products	8,185,190	947,054	953,067	51,791,316	4,118,518	7,969,503	91,905,112	8,182,153	13,769,875
Non-Ferrous Metals and their Products	14,500,297	1,190,685	9,188,888	88,928,387	7,096,434	59,304,057	141,316,866	14,700,355	88,515,445
Non-Metallic Minerals and their Products	3,048,493	147,598	2,049,883	18,089,171	1,136,484	12,036,873	29,687,264	2,064,579	19,761,658
Chemicals and Allied Products	2,393,398	565,592	1,235,156	12,224,776	2,915,860	6,376,982	21,557,156	4,379,880	12,152,532
Miscellaneous Commodities	1,978,065	165,722	1,341,743	12,785,125	1,969,681	8,485,708	19,958,438	2,978,827	13,420,895
Totals, 1929	119,265,558	38,502,945	49,396,725	690,877,154	177,808,085	311,548,930	1,280,684,667	351,846,734	522,875,695
1928	141,809,246	52,576,727	47,508,041	773,902,159	255,691,836	288,285,380	1,335,402,273	453,133,687	492,537,788
1927	103,884,933	35,604,026	42,032,858	666,849,229	213,249,541	273,892,975	1,225,859,905	418,400,407	472,519,951
Exports (Foreign Produce)									
Totals, 1929	2,171,891	115,895	1,899,941	15,146,880	754,409	13,394,049	27,287,444	1,694,737	23,896,703
1928	2,138,975	68,226	1,869,664	13,045,839	990,128	11,152,288	23,217,273	1,416,086	20,286,405
1927	1,936,361	80,436	1,716,630	12,077,257	1,646,003	9,506,756	19,170,624	2,026,262	15,683,434
Excess of Imports (i) or All Exports (e)									
1929	(e) 5,166,252	(e) 20,812,843	(i) 26,071,154	(i) 70,540,632	(e) 62,597,514	(i) 208,320,275	(e) 4,490,636	(e) 156,556,000	(i) 351,470,718
1928	(e) 31,607,604	(e) 34,083,948	(i) 24,660,483	(e) 48,185,716	(e) 143,661,074	(i) 203,594,699	(e) 156,314,687	(e) 262,870,381	(i) 292,336,053
1927	(e) 11,885,422	(e) 18,747,024	(i) 14,455,698	(e) 33,512,597	(e) 107,118,222	(i) 133,368,655	(e) 166,055,425	(e) 243,875,341	(i) 218,069,300

EMPIRE TARIFF PREFERENCES ON CANADIAN GOODS

Compiled by Foreign Tariffs Division, Department of Trade and Commerce

I

Empire tariff preferences are of so much interest to Canadian exporters that, beginning with this issue of the *Commercial Intelligence Journal*, a series of articles will be published, respecting the scope of these concessions in so far as they are applicable to goods of Canadian origin.

Great Britain and Northern Ireland

A reciprocal tariff, adopted by Canada in 1897, establishing reductions from the general tariff of one-eighth of the duties, to be increased, after one year, to one-quarter, was made applicable to Great Britain and Ireland, among other countries. The preference of one-quarter was incorporated in a purely British preferential tariff, adopted by Canada in 1898, when the reciprocal tariff was repealed. In 1900, Canada increased the British preference to one-third. It was kept at practically one-third in the Canadian Tariff Act of 1907, which established three schedules of duties, namely, British preferential tariff, intermediate tariff, and general tariff.

The Canadian tariff structure then adopted has been maintained, although rates of duty have been amended at various times and modified by treaty arrangements. The preferences to Great Britain and Ireland have been in operation continuously since they were introduced. This has been done in the absence of a formal trade agreement. United Kingdom Finance Acts of 1919 and subsequent years established preferences for products of Canadian or other Empire origin on almost the entire dutiable list.

PREFERENCES OF ONE-THIRD

Great Britain now imposes a general tariff of 33⅓ per cent ad valorem, and a preferential tariff one-third lower, that is, 22⅔ per cent ad valorem, on: Passenger motor cars, motor trucks, motorcycles, rubber tires and other accessories and parts of these vehicles; musical instruments and their accessories and parts; clocks and watches, and parts thereof; certain cutlery as defined in the tariff; gloves in whole or in part of leather, fur, or cotton, excluding astrachan gloves or gloves only leather-trimmed; leather, fur or cotton when cut out for making gloves; lace and embroidery, as defined in the tariff; and buttons. Packing and wrapping paper and articles made therefrom are dutiable at 16⅔ per cent ad valorem general tariff, and 11⅑ per cent ad valorem preferential tariff. A one-third preference is allowed also on hops, upon which the general tariff is £4 per cwt. (112 pounds); on hop oil, general tariff £1 per ounce; and on domestic wrought enamelled hollowware of iron or steel, general tariff 25 per cent ad valorem.

TOBACCO, SUGAR AND FRUIT DUTIES

Unmanufactured tobacco of Empire origin enters Great Britain under a preferential tariff of 81½d. to 90¾d. per pound, as compared with general tariff rates of 106d. to 118d. Various preferences are allowed on manufactured tobacco, including cigars, cigarettes, and snuff ranging from 29⅜d. to 46¾d. per pound, providing the raw tobacco is of Empire origin.

Sugar is accorded preference if the raw product originates in a British area. The general tariff on sugar exceeding 98 degrees of polarization is 11s. 8d. per cwt., and the British preferential 4s. 9.2d. or 5s. 10d. Duties are graded down-

ward for lower degrees of polarization. Fixed rates on various articles containing sugar, such as confectionery and preserved fruits, run from 18½d. per cwt. general tariff and 9¼d. preferential tariff up to the highest rates on actual sugar. Any article containing sugar is subject to some duty.

Duty is levied on certain foreign fruit, dried or otherwise preserved, namely, currants (2s. per cwt.) and prunes, raisins, figs, fig cake, French plums, prunellos, other plums (all 7s. per cwt.). When preserved with sugar these dutiable fruits, if of foreign origin, pay in addition the general tariff on the sugar content or become subject to the highest rate on sugar. If these goods are of Empire origin the sugar content only is dutiable.

SILK DUTIES

On silk and artificial silk or articles made wholly or in part from them, the preferential rate is one-sixth lower than the general tariff. There are various rates for tissues, yarns, etc. The general tariff rate on unspecified silk articles, if the silk or artificial silk component exceeds 20 per cent of the value of all components, is 33⅓ per cent ad valorem; if from 5 per cent to 20 per cent of total, 10 per cent ad valorem; if not exceeding 5 per cent of total, 2 per cent ad valorem.

MISCELLANEOUS PREFERENCES

Other preferences allowed are: Tableware of translucent or vitrified pottery and parts thereof, 9s. 4d. per cwt.; mantles for incandescent lighting, 2s. per gross; impregnated hose or stockings for manufacture of such mantles, 18d. per pound; brandy, rum, and certain other spirits, 30d. or 33d. per proof gallon; liqueurs not to be tested, 3s. 4d. liquid gallon; perfumed spirits, 4s. liquid gallon; glucose, 32d. or 44½d. per cwt.; saccharine, 22½d. per ounce; cinematograph films, one-third of duty; wines, chicory, cocoa, coffee and molasses, various amounts.

KEY INDUSTRY DUTY

Articles called "key industry" goods, taxed when of foreign origin, are entirely exempt from duty when of British Empire origin. In this list are arc-lamp carbons (1s. per pound); optical instruments and parts (50 per cent ad valorem); scientific glassware, lamp-blown ware, laboratory porcelain; barometers, precision balances, gauges and similar instruments used in engineering machine shops; wireless valves and similar rectifiers; vacuum tubes; ignition magnetos, and permanent magnets; hosiery latch needles; certain chemicals; metallic tungsten; molybdenum, vanadium, and their compounds; and some other goods (all 33⅓ per cent ad valorem).

DUTIABLE LIST NOT EXTENSIVE

The foregoing comprises almost the entire dutiable list of Great Britain, Empire products being favoured in nearly every instance where duty is levied.

NORTHERN IRELAND

The tariff of Great Britain is in force in Northern Ireland.

PREFERENCE CONDITIONS

In order that goods may qualify for preferential tariff treatment in Great Britain and Northern Ireland it must be shown to the satisfaction of the Commissioners of Customs and Excise that they have been (1) consigned from, and (2) grown, produced, or manufactured in, the British Empire.

Goods are not deemed to be of British manufacture unless a certain proportion of their value is the result of labour within the Empire. This proportion in the case of optical glass, optical instruments and their component parts has been fixed at 75 per cent of the factory or works cost. Manufactured tobacco, refined sugar, molasses, and extracts from sugar are accorded preferential tariff treatment even when the British content is as low as 5 per cent, but the preferential rate is allowed only in respect of such proportion of these goods as corresponds to the proportion of dutiable Empire material used in their manufacture. In other words, preference is allowed where any of the articles in this group are the result of an appreciable amount of Empire labour but preference is limited to the extent to which the finished article is the result of Empire material. For manufactured goods other than the aforementioned, the proportion of British content required under the preferential tariff is fixed at not less than 25 per cent of the factory or works cost to the manufacturer.

When manufactured goods are not liable to duty in themselves but are taxed in respect of dutiable ingredients they contain, preference is granted only in respect of such of the ingredients as taken separately satisfy the requisite conditions.

Certificates of origin must be furnished in accordance with prescribed regulations for entry under the preferential tariff.

VALUE FOR PURPOSES OF AD VALOREM DUTY

The value of any article for the purposes of levying ad valorem duty in Great Britain and Northern Ireland is defined as the price which an importer would give for the article if it were delivered, freight and insurance paid, in bond at the port of importation, duty being payable on that value as fixed by the Commissioners; in other words, on cost, insurance, freight, price.

GOODS DUTIABLE BY WEIGHT

In the case of goods chargeable by weight the duty is levied on the net weight which is arrived at either by actual weighing net or by deduction from the gross weight of either the actual tare or an average tare agreed to by the importer.

Irish Free State

The Irish Free State is granted the benefit of the British preferential tariff of Canada, and in turn Canada enjoys all existing tariff preferences in the Irish Free State.

Before the Irish Free State came into existence, the whole of Ireland and Great Britain were under the same customs tariff. The Irish Free State, as from April 1, 1923, has been a separate customs area, meaning that it has had in force a tariff of its own. The Free State at the outset adopted the tariff of Great Britain, including the then existing preferences for Empire goods. Much of this tariff has been kept in force, but changes have also been introduced in the original schedule of duties and the list of dutiable commodities has been extended.

PREFERENCES OF ONE-THIRD

Empire preferences of the Irish Free State include a rate of 22⅔ per cent ad valorem on: clocks, watches, motor vehicles (not including rail cars or agricultural tractors), musical instruments, and accessories and component parts of any of the foregoing. These goods are all subject to 33⅓ per cent ad valorem under the general tariff. A one-third preference is allowed also on cinematograph films. The full or general rate for positives is 1d. per linear foot of the standard width of 1⅜ inches, and for negatives, 5d. Certain woollen and worsted tissues are subject to a full rate of 25 per cent ad valorem, and a preferential rate of 20 per cent ad valorem.

CONFECTIONERY AND OTHER GOODS

The following general tariff rates of the Irish Free State are reduced by one-sixth for Empire goods; cocoa preparations, 6d. per pound; plums, prunes, figs, fig cake, and raisins, all dried or otherwise preserved without sugar, 10s. 6d. per cwt. of 112 pounds; currants, dried or otherwise preserved without sugar, 2s. per cwt.; fruit, candied, crystallized, or otherwise preserved with sugar or other sweetening matter (not including saccharine), 3⅗d. per pound; fruit in syrup, 1⅕d. or 3⅗d. per pound; sugar confectionery, including breads, biscuits, cakes, cake mixtures, puddings and powders, sweetmeats, jams, marmalades, and jellies, all when containing sugar or other sweetening matter (not including saccharine) and not containing cocoa, 3⅗d. per pound; cigars, 15s. 7d. per pound; cigarettes, 12s. 7d. per pound; other manufactured tobacco, including snuff, 9s. 9½d., 10s. 4½d., or 11s. 10½d. per pound; unfilled quilt covers wholly or partly of silk or artificial silk, and quilts of foregoing class filled with down or feathers.

On most spirits and strong waters there is a preference of 2s. 6d. per proof gallon; on certain liqueurs and perfumed spirits, 3s. 4d. or 4s. per liquid gallon; and on wines, preferences of 30, 33⅓, 40, or 50 per cent of the full duty. Spirits are taxed even when an ingredient of other goods.

The Irish Free State imposes duty on a few other articles, the rate being the same to all countries.

PREFERENCE CONDITIONS

The Irish Free State grants preference to goods which are shown to the satisfaction of the Revenue Commissioners to have been (1) consigned from and (2) grown, produced, or manufactured in any part of the British Empire. On manufactured tobacco preferential tariff treatment is applied where the British content is as low as 5 per cent, but the preferential rate is charged only in respect of such proportion as corresponds to the proportion of tobacco shown to have been grown or produced in the Empire. In the case of motor trucks and motor omnibuses the British content required is 50 per cent. Otherwise, where the Irish Free State grants preference on manufactured goods the British content required is at least 25 per cent of the factory or works cost to the manufacturer. Where manufactured goods are liable to duty only in respect of the dutiable ingredient or ingredients they contain, preference is granted only in respect of such of the ingredients as themselves satisfy the requisite conditions.

VALUE FOR DUTY AND DUTIABLE WEIGHT

The basis of establishing the dutiable value of goods and the weight on which duty is levied is the same under the tariff of the Irish Free State as under the tariff of Great Britain.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

C. Hartlett, Office of the Trade Commissioner

Melbourne, October 30, 1929.—The general depression which has prevailed for some months in Australia shows no signs of lifting, but rather is gradually becoming more pronounced, as evidenced by the increasing number of unemployed workers. Adverse influences against an early return to improved conditions are considered in banking circles to include the unfavourable prospects of the coming wheat harvest, which will be much below the average, low prices prevailing for wool, the financial position in England, the world-wide rise in interest rates, and shortage of funds available for Australian borrowing abroad. A fair volume of retail busines is being maintained in food, clothing, and other necessities, but competition is reported to be very keen and book debts more troublesome than usual at this time of the year. The motor car industry is very

slack, as are dealings generally in commodities of the luxury class. Owing to the lack of funds there is a marked curtailment in the expenditure of Government and municipal departments on public works, and many large projects, as well as much private building, have been postponed until conditions become more favourable.

An important event in the recent history of Australia was the overwhelming defeat on October 12 of the Nationalist Government which had been in office for nearly seven years. A Labour Government is now in power with a working majority of about sixteen, and is pledged to the maintenance and strengthening of the present protectionist policy of the country. The new Parliament is to meet towards the end of November.

The latest Australian import figures available are those for the first two months—July and August—of the current fiscal year. They disclose total imports of a value of £25,456,797, and exports to the value of only £13,662,792, which compare with £24,048,863 and £16,247,336 respectively for the corresponding period of last year. This large adverse trading balance in so short a period is considered in banking circles to be very unhealthy, and is resulting in pressure being brought to bear on traders to curtail their oversea orders.

Recent increases in the rates of exchange are reported to be having the effect desired by Australian bankers of reducing the volume of imports and easing the strain on balances held in London, but the full effect will not be known until the import figures for this month are made available. Excessive imports and payment of interest on Government borrowings have depleted credits held by Australian banks in London, hence it is announced by the Commonwealth Bank that, in addition to two gold shipments of £1,000,000 each to London within the past five months, a further transfer of gold to the extent of £4,000,000 has been arranged with the Bank of England.

The low prices at present prevailing for wool—the great primary product which means so much to the welfare of Australia—are still causing much anxiety to growers and the community in general. The decision arrived at early in this month to reduce the quantity to be offered at the auction sales by a third has to some extent strengthened the market, but no substantial increase in prices has followed. The main feature of recent sales has been the development of a much stronger demand from Japan, Russia, and the Continent. This has given rise to the feeling that the tide is at last turning in favour of the industry and that better prices will be obtained at future offerings.

Owing to the limited quantities available and uncertainty with regard to the coming season, local prices of wheat and flour have for some time been above overseas parity and exports have dwindled to small proportions. A few small shipments are going forward to regular customers in the East, where there has always been a good demand for Australian flour. Present supplies of old wheat in Australia are reported to be sufficient to meet local demands until the new crop is available, and to permit a limited export trade in flour.

PROPOSED MANUFACTURE OF PULP AND PAPER IN AUSTRALIA

C. Hartlett, Office of the Trade Commissioner

Melbourne, October 30, 1929.—The proposed establishment of the pulp and paper industry in Australia, to which references have been made in previous issues of this journal, is still commanding much attention.

In addition to Tasmania Paper Pty Limited, a company with considerable capital behind it which had been formed for preliminary investigational and experimental work, another company, known as Canberra Activities Pty Limited, is reported to have entered the field and to have also acquired the right to cut pulpwood over a large area in Tasmania. It is further reported

that a substantial portion of the capital of this latter company has already been underwritten privately and that contracts have been entered into to supply newsprint to a number of leading Australian newspapers, the proprietors of which have also agreed to subscribe a quota of the ordinary capital of the concern. It is considered that this substantial support accorded by important newspaper interests to the project, both as shareholders and customers, ensures the efficient establishment of the industry on a large and permanent basis, and in addition makes for Australian ownership and control. The directorate of this company recently announced that detailed plans for the proposed works are shortly expected from England and—subject to the passing of the promised Bounty Act by the Commonwealth Government to provide a bounty of £4 ($19.47) per ton on the production of newsprint and a deferred import duty of a like amount—the way will be cleared for an early beginning of operations.

The bonus and import duty referred to was promised by the late Government, which was defeated at the recent general election, but it is believed that the present Government, a Labour one with a large working majority, will no doubt extend sympathetic consideration to the new industry.

BRITISH COLUMBIA STRAWBERRY PULP IN SCOTLAND

J. B. Johnson, Canadian Trade Commissioner

Glasgow, November 18, 1929.—The possibility of marketing British Columbia strawberry pulp in the British market has been considered from time to time, but it has not been until this year that anything of a practical nature has been done. In August last it appears that in British Columbia some 200 tons of strawberry pulp were available, mainly if not exclusively of the 1928 crop, in what is called the two-plus-one pack—i.e. two parts of fruit to one of sugar. By an arrangement with a London firm by British Columbia interests, this was offered in the United Kingdom market.

There is a strong demand in this country for strawberry pulp, but unfortunately the sugar content of this particular stock made it very expensive, and there has evidently been some difficulty in making sales. One Glasgow firm of jam and confectionery manufacturers, however, have been induced to place a trial order of one ton. The fruit arrived a few days ago, and has now (to-day) been converted into jam. The Glasgow firm invited the writer to see the pulp and their method of treatment. In the course of the visit the managing director said that he was highly pleased with the quality of the fruit. The berries were whole, of a good colour, of excellent size, and possessed a flavour on arrival quite indistinguishable from the very best fruit. While quite enthusiastic about the quality of the strawberries, which were the best he had ever used, he stated that the price was too high to admit of any large sales, which were only possible if the Canadian product could compete in price with strawberries shipped from Holland. If this were possible, then the British Columbia product could offer most effective competition.

Prices of course vary from season to season, and those of Dutch pulp follow closely quotations in the British market for home-grown fruit. As far as jam-making is concerned, Scottish strawberries, owing to disease, are not now grown in sufficient quantity to add appreciably to supplies available.

The Glasgow firm referred to above recommend that of British Columbia strawberry pulp shipped to this market 20 per cent be the two-plus-one pack and 80 per cent be in the form of fruit processed with sulphur dioxide. Dutch fruit is all processed with sulphur dioxide and, while the quality is not so good as that preserved with sugar, the price is naturally much lower. (In this connection care should be taken to see that British Government regulations con-

cerning the use of preservatives in food are complied with.) It may be useful to give the formula used in Holland in the case of strawberry pulp shipped to the British market: "6 per cent sulphur dioxide to 100 per cent water; 2½ gallons of this solution to 3½ or 4 cwt. of fruit."

The only way in which a satisfactory business can be done in the British market is to send the best fruit procurable and make the supplies continuous. Firms on this side, with other sources of supply available, must be assured of a continuity of supplies. Even after the trade is developed, it must be carefully nursed, for any slackness which leaves the British market at any season unprovided for is fatal.

The Glasgow manufacturer referred to above paid £56 16s. per long ton for the British Columbia pulp, which was imported through a London firm. This works out at 12⅓ cents per pound, and of course includes freight charges and profit to the London importer. In addition, there was a charge of £4 16s. for customs duty on the sugar content and landing charges.

INDIA'S FOREIGN TRADE

Richard Grew, Canadian Trade Commissioner

[Note.—Figures based on par value of exchange: 1 rupee equals 36 cents Canadian currency.]

Calcutta, October 30, 1929.—The trade returns of British India for the month of September, 1929, as compared with the preceding month, showed decreases in the value of imports, exports, and re-exports. The imports of private merchandise totalled $69,228,000, a decrease of $3,996,000 as compared with the preceding month. The value of exports of Indian produce and manufactures fell by $3,456,000 from $96,264,000 in August, 1929, to $92,808,000 in the month under report, and of re-exports by $540,000 to $1,764,000. The comparison of the trade figures for September, 1929, and six months April to September, 1929, with those for the preceding month and the corresponding periods of the preceding years, is set forth below:—

	Sept., 1929	Aug., 1929
Imports	$ 69,228,000	$ 73,224,000
Exports	92,808,000	96,264,000
Re-exports	1,764,000	2,268,000

	Sept., 1929	Sept., 1928
Imports	$ 69,228,000	$ 74,592,000
Exports	92,808,000	87,660,000
Re-exports	1,764,000	1,764,000

	Six Months, April to September	
	1929	1928
Imports	$435,276,000	$435,708,000
Exports	564,192,000	570,924,000
Re-exports	13,464,000	13,860,000

Treasure on private account, including currency notes, showed a net import of $5,508,000 in September, 1929, as against $6,372,000 in the preceding month and $3,204,000 in September, 1928. The import and export figures of gold and silver during the six months April to September, 1929, compare as follows with the corresponding period of the preceding year:—

	Six Months, April to September	
	1929	1928
Gold imported	$26,568,000	$39,988,000
Gold exported	36,000	36,000
Silver imported	21,708,000	37,224,000
Silver exported	1,872,000	7,814,000

Measured by the statistics of merchandise and treasure, the total visible balance of trade in September, 1929, was $20,628,000 in favour of India as compared with $19,728,000 in August, 1929, and $11,988,000 in September, 1928.

During the six months ending September, 1929, the visible balance of trade in merchandise and treasure was $99,144,000 in favour of India as compared with $93,384,000 in the corresponding period of the preceding year.

CHANGES IN IMPORTS

As compared with September, 1928, the imports of food, drink, and tobacco in September, 1929, declined by $6,628,000 to $10,584,000, and those of manufactured articles by $4,896,000 to $50,868,000, while raw materials rose by $2,160,000 to $6,696,000. Under food, drink, and tobacco, imports of sugar (including beet) increased in quantity by 10,000 tons to 83,000 tons, but declined in value by $288,000 to $4,464,000. There were practically no imports of rice not in the husk during the month, as against 21,000 tons valued at $1,044,000 received a year ago. The imports of wheat also declined by $612,000 to $396,000. Imports of betelnuts recorded a decrease of $360,000. Under raw materials the imports of kerosene oil showed an increase of 6,000,000 gallons in quantity and of $1,088,000 in value. Fuel oil also showed an increase of 3,000,000 gallons in quantity and of $144,000 in value. Under manufactured articles the imports of cotton yarn and manufactures decreased by $2,160,000. The imports of twist and yarn decreased by 1,000,000 pounds in quantity and by $468,000 to $1,548,000 in value. Cotton piece goods fell by 14,000,000 yards in quantity and by $1,656,000 in value. Grey and coloured goods fell by 7,000,000 and 5,000,000 yards in quantity and in value by $756,000 and $1,044,000 respectively; white goods fell in quantity by 1,000,000 yards but rose in value by $108,000. There were noticeable decreases under woollen piece goods ($796,000) and galvanized sheets and plates ($720,000), while there was an increase under machinery-prime mover other than electrical ($832,000).

VARIATION IN EXPORTS

Exports of food, drink, and tobacco in September, 1929, compared with September, 1928, increased by $1,476,000 to $22,464,000, due mainly to an increase in the exports of tea, which rose by 9,000,000 pounds in quantity and by $1,872,000 in value. The quantity of rice not in the husk exported decreased slightly from 111,000 tons to 109,000 tons, and the value thereof from $5,904,000 to $5,832,000. The exports of barley fell from 1,000 tons to 29 tons and the value from $36,000 to $1,440. Raw materials and produce exported increased by $7,992,000 to $43,416,000. Under this group raw cotton recorded an increase of 3,600 tons in quantity and of $252,000 in value. Of the total shipments, Japan took 16,000 tons, or 42 per cent; Italy and Germany, 5,000 tons each; Belgium, 4,000 tons; France and the United Kingdom, 2,000 tons each; China, 1,700 tons; the remainder going mainly to the Netherlands and the United States. Exports of raw jute rose from 65,000 tons to 88,000 tons in quantity, the increase in value being from $8,964,000 to $11,016,000. The exports of oilseeds also showed a net increase of $5,292,000. Under groundnuts there was an increase of $3,888,000, under linseed $1,512,000, under castor $180,000, and under cotton $144,000, but the exports of sesamum and rapeseed decreased by $252,000 and $72,000 respectively. The exports of raw skins rose by 500 tons in quantity and $540,000 in value. Manufactured goods decreased by $4,176,000 to $26,352,000. The number of jute bags shipped fell from 54,000,000 to 48,000,000 in quantity and from $10,476,000 to $8,136,000 in value. The yardage of gunny cloth exported fell from 147,000,000 to 132,000,000 and in value from $11,520,000

to $8,892,000. Tanned or dressed hides and skins decreased by 200 tons in quantity and by $504,000 in value, while there was a noticeable increase under cotton manufactures ($828,000).

TRADE WITH FOREIGN COUNTRIES

The share of the United Kingdom in imports was 43 per cent as in September, 1929, while her share in exports rose from 23 per cent to 25 per cent. The shares of Germany, Japan, and the United States in September, 1929, were respectively 7, 10, and 6 per cent under imports and 10, 8, and 10 per cent under exports.

MOVEMENT OF SHIPPING

The tonnage of vessels entered into British India and cleared outwards with cargoes from and to foreign countries and British possessions during the month of September, 1929, amounted respectively to 627,000 and 767,000 as against 730,000 and 732,000 in August, 1929, and 584,000 and 646,000 a year ago. During the six months ending September, 1929, the tonnage of vessels entered and cleared with cargoes amounted respectively to 3,979,000 and 4,382,000 as compared with 3,933,000 and 4,057,000 in the corresponding period of the preceding year.

VALUE OF PERSONAL CONTACTS IN HONGKONG

Paul Sykes, Canadian Trade Commissioner

Hongkong, October 21, 1929.—A representative of a manufacturing concern in Eastern Canada recently visited Hongkong during the course of a trip which was primarily of a private nature. His company has for a short time made small shipments to a local importer, but has, on its own admission, regarded Oriental markets, as of very minor importance. This gentleman was able to devote three days while in Hongkong to calls, on the one company with whom business had previously been done and on some half dozen others with whom it seemed possible. Trial orders for approximately HK$2,500 were secured with little difficulty, and despite the fact that it was impossible to submit to buyers a complete range of samples. Furthermore, it is confidently expected that regular shipments of a value of some HK$2,000 per month may be commenced in the near future.

The above example of the value of personal contact with a foreign market might be used to stress the importance of business visits to many other countries than Hongkong and South China. This market, however, is one which has received rather scant attention from Canadian exporters in the past, and the instance is quoted in order to show both that its possibilities have not been generally realized and that a personal visit is not only the speediest means of securing orders, but also of obtaining a knowledge invaluable to future business.

Particularly in the case of a newly opened office such as that in Hongkong, it frequently occurs that the best efforts of a Trade Commissioner may show small or unsatisfactory results through a hesitancy on the part of importers to make changes in their practice of buying in other countries. A co-operation between exporters themselves, who are thoroughly familiar with their product, and the local office, which has some knowledge of the general requirements of buyers and those who are of most importance, may be taken as an excellent means of meeting this situation and of establishing or increasing Canadian trade in this territory.

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CURRENCY SITUATION IN HONGKONG

Paul Sykes, Canadian Trade Commissioner

Hongkong, October 28, 1929.—The exchange situation in the colony of Hongkong referred to in a report on general conditions which appeared in the last issue of the *Commercial Intelligence Journal* has reached a stage where definite action on the part of local banks now warrants the expectation that a definite degree of stabilization is assured. The following notice has been issued by a representative of the associated banks: "The banks in the colony hereby give notice that on and after Thursday, the 24th inst., they will be prepared to receive and will pay out Mexican and British dollars on the same basis as the notes of the issuing banks." The object of this decision is to re-establish the Hongkong dollar on a silver basis and to encourage the free circulation of silver. Since the one-dollar notes now in use will be withdrawn, as received by the banks, it should be a comparatively short time until this change has been accomplished.

The effect of this currency situation on Hongkong's trade will, for a short time at least, result in a decrease in incoming shipments of goods for consumption in the colony itself. Fortunately, considerable quantities of goods for transhipment need not be affected by the increase in local prices which is already apparent, since payments can be made in the currency of the port of final destination without reference to local conditions and even though import transactions may be handled by Hongkong agents.

Exporters who are now shipping to Hongkong and adjacent markets should give attention to the point that, while prices in Hongkong itself have shown a definite advance of from 10 to 20 per cent, no undue consideration need be accorded any representations from agents or buyers referring to price fluctuations in markets outside of the colony.

MARKET FOR PRESERVED FISH IN TRINIDAD

F. L. Casserly, Acting Trade Commissioner

Port of Spain, November 15, 1929.—Dried cod is one of the staple foods of Trinidad's population, and large quantities are brought in each year from Canada, Newfoundland, and (latterly) from Great Britain. Canada normally has most of the business, but Newfoundland's share is quite considerable. Cod comes in wooden containers, known as butts, tierces, drums, or casks of 448 pounds net weight; the Newfoundland package is longer and narrower than the Canadian or the English. The ocean freight rate from Canada to Trinidad is 15s. per cask; it has not been possible to find out the rates from Liverpool or Glasgow. The freight rate from Newfoundland is not ascertainable, since shipments from that country are routed via either Halifax or New York. The market demands a dry yellow cure—the drier the better, since the humid climate of Trinidad causes fish with much moisture in it to go bad. English and Newfoundland cod are as a rule harder and lighter than Canadian. The demand is constant throughout the year, and at the moment of writing only small supplies are on hand. Offerings from Nova Scotia have of late been very scant, and reports from that quarter indicate that the weather has been unfavourable for drying and curing. Prices therefore are likely to remain firm for some time to come. Fairly large importations of cod from Great Britain have been made, and arrivals have opened up satisfactorily, but latest advices from shippers there indicate a diminution of stocks. Further shipments of moderate size are in prospect from both England and Newfoundland, but it seems difficult just now to obtain supplies from Halifax at competitive prices. The grades in demand are extra large, large, medium, and small, supplied by all three coun-

tries except for the first-named, which comes only from Canada. Canadian cod is quoted f.o.b. Halifax at from $41 to $45 per cask according to grade; Newfoundland and England quote $42 to $44 c.i.f. Trinidad, and therefore are getting most of the business at the moment. Halifax shippers as a rule prepay freight and insurance, adding these charges to their invoices. Import duties are 3s. per 100 pounds general and 1s. per 100 pounds preferential (applicable to cod from England and Newfoundland as well as from Canada).

Pickled herring comes from Canada and Newfoundland in barrels of 200 pounds, and the demand is confined chiefly to Lent. The grade sold is known locally as "medium splits". No sales are in immediate prospect and stocks on hand are negligible. No quotations are available. The freight rate from Halifax to Trinidad is $1.65 per barrel. Import duties are the same as on cod.

Pickled mackerel also comes in barrels of 200 pounds—chiefly from Canada—and likewise is a Lenten seller. Ocean freight is the same as that on pickled herring, but the duty is 6s. 3d. per 100 pounds general and 2s. 1d. per 100 pounds preferential. Large and medium grades are in demand.

Pickled salmon from Canada, in tierces of 200 and 300 pounds, and dried herring, in boxes of about 200 fish, weighing roughly 20 pounds, are in demand during Lent; they are not quoted at present. Duties on salmon are the same as on pickled mackerel, and on dried herring the same as on pickled herring. Red salmon with heads, and of large and medium sizes, is the kind in demand.

Haddock sells hardly at all, but there is an occasional demand for dried pollock, supplies of which are practically nil, and no quotations are available. Ocean freight and import duties on both are the same as those on dried cod. Haddock and pollock come from Canada and Great Britain in casks of 448 pounds; medium sizes of fish are sold.

Hake and cusk of medium size are in very small demand; there are hardly any supplies on hand, no quotations, and no movements in prospect. Import duties are the same as on cod. The standard package is the cask of 448 pounds: Canada gets the small amount of business available. Ocean freight rates are the same as on cod.

SALES METHODS

Fish exporters in Canada, Newfoundland, and England invariably have resident agents in Trinidad who take orders from buyers, against whom drafts are drawn, usually at fifteen days from date of acceptance. Consignments are exceptional. Collection is made through the banks doing business in the colony, who generally are entrusted with the bill of lading, to be delivered to the buyer when he accepts the draft. In addition to a bill of lading, all shipments should be accompanied by a properly executed invoice with certificate of origin to meet the requirements of the Trinidad customs for entry under the preferential tariff, and also by a marine insurance policy. The usual commission to an agent is 2½ per cent on f.o.b. value; a further *del credere* commission of the same amount is given in the comparatively rare cases where the agent guarantees accounts.

GENERAL

The Leyland and Harrison lines bring fish from Great Britain to Trinidad; shipments from Canada come by the Canadian National Steamships Limited, the Ocean Dominion Line, and also via New York. Newfoundland fish is shipped via either Halifax or New York.

The demand for imported fish in Trinidad is affected by supplies of local fish and also by the condition of the meat trade. A plentiful supply of tropical fish causes as a rule a diminution in the sales of cod, herring, etc. The same result is produced when the price of beef declines in consequence of a "war" between the purveyors of beef from British Guiana and Venezuela. Cod is really the only kind of imported fish in demand all the year round. Price is the decisive sales factor.

MARKET FOR FERTILIZERS IN TRINIDAD

F. L. Casserly, Acting Trade Commissioner

Port of Spain, November 15, 1929.—Artificial manures are not so extensively used in Trinidad as in Barbados, nor are the different kinds distinguished in the customs returns of the former colony. Imports of "Manures, all kinds," in the calendar year 1928, the latest available period of record, are given as follows:—

	Tons	£
United Kingdom	722½	8,775
British West Indies	3	11
Belgium	180	524
Dutch West Indies	485	1,221
France	65	324
Germany	61	591
Holland	5	116
United States	274½	3,928
Venezuela	582	920
	2,378	16,410

The principal variety used is sulphate of ammonia, from England and the United States, in the total quantity of from 700 to 1,000 tons per annum, the chief suppliers being a well-known English concern. This material, which contains about 20 per cent nitrogen and 25 per cent neutral ammonia, costs the planters roughly $64 per ton. It is used mainly for sugar-cane cultivation.

Sulphate of potash, containing about 50 per cent of pure potash, and nitrate of soda, containing about 20 per cent of nitrogen, are used in very small quantities, chiefly by sugar estates and also by cocoa and coffee plantations. Selling prices to the planter are from $66 to $70 per ton for both kinds.

Mineral rock phosphate, containing 70 per cent of tricalcic phosphate, is a favourite manure for cocoa cultivation. It comes from Curaçao in the total quantity of from 400 to 600 tons per annum, and costs the planter $19 per ton.

Basic slag from Europe, selling at $19 per ton, is also used by cocoa planters to an inconsiderable extent.

Compound fish manures, fish guanos, blood meal, and sheep manure are likewise sold, but in relatively small quantities, for both sugar cane and cocoa. The fish manure comes chiefly from England, and costs the planter $72 per ton.

HOW IMPORTED

The large sugar estates and cocoa planters generally do their own importing, but there are a few dealers in Port of Spain who handle fertilizers. Except for rock phosphate and basic slag, which come in bags of 160 pounds net, the standard form of package is the 224-pound bag. Sulphate of ammonia, however, is occasionally packed in bags of 112 pounds. All fertilizers imported into Trinidad are free of duty. Importations are heaviest in the month of May.

METHODS OF APPLICATION

These are about the same as in Barbados (see report published in *Commercial Intelligence Journal* No. 1344, dated November 2, 1929, page 616). For sugar cane, about 900 pounds of sulphate of ammonia are used per acre. Cocoa takes roughly from 300 to 400 pounds per acre of sulphate of potash. Other varieties are applied in accordance with soil conditions. Application is made chiefly in the months of September, October, and November.

GENERAL

Trinidad uses large quantities of farmyard and pasture manure and locally produced lime, the last-named for correcting the acidity of the soil. This condition, coupled with the prevalence of the froghopper pest in cane fields, has an important bearing on the question of what is really the best form of fertilizer for use in the island, and the Department of Agriculture has for some time past been making experiments in the matter with sulphate of ammonia (English), phosphate of ammonia (supplied by an American company), superphosphates and chloride of ammonia, and other material. Results cannot yet be finally determined; but the opinion seems to prevail in the trade that sulphate of ammonia may have to yield place to nitrate of soda.

ECONOMIC AND COMMERCIAL CONDITIONS IN TURKEY

Henri Turcot, Canadian Trade Commissioner

V

Commodity Markets—*Continued*

MACHINERY AND ENGINEERING SUPPLIES

The Government's policy of developing the natural resources, means of communication, and manufacturing industries of the country should give a new impetus to the trade in machinery and engineering supplies—mining, woodworking, milling, and rolling stock and associated equipment—and offer some outlet for Canadian firms. In the new Turkish customs tariff the duties on machinery and equipment required for the development of industry are relatively low, and in some cases no duty is imposed. Imports of machinery and of engineering supplies are chiefly from Germany, France, Great Britain, and Italy. Iron and steel materials are imported mainly from Germany, France, and Belgium, with small quantities from the United States; and these find a good market in Turkey.

Low-priced machine tools and tools in general are in most demand. In these lines it is difficult to compete with low-priced tools of an inferior grade from Germany, which are very popular.

WEIGHING SCALES

Two or three Canadian weighing scales were sold in this market two years ago. No repeat orders have come forward, however, on account of the impossibility of competing with Germany in this product.

ROAD-BUILDING MACHINERY

Road-building machinery has only a restricted market at the present time. The question of road construction is being closely considered by the Government, but, owing to the enormous expenditure that has been and is being incurred on account of the improvement of existing and the building of new railway lines, it has been impossible to obtain the funds necessary for highways; construction and maintenance are still in the hands of the municipalities. The municipalities have very limited means and as yet are compelled to use, to a large extent, primitive tools and machinery.

The machines that would appear to have some chance of entering the market are road maintainers, light drags, press-bowl drag scrapers, extra heavy and revolving scrapers, and such machinery as is required for the improvement of dirt roads.

(Reference is made to trade inquiry No. 1027 in this issue, page 798.)

HARDWARE AND IRONMONGERY

In hardware and ironmongery the demand is for low-priced articles. Germany is the principal purveyor, France and Great Britain having a relatively small share of the business. It is not believed that Canadian concerns can compete with Germany in these lines. High freight charges have prevented the United States from obtaining more than a small portion of this trade. Price is the determining factor.

LUMBER

In order to protect the domestic industry and to encourage the exploitation of the forests of Anatolia, the duties in the old Turkish customs tariff were made almost prohibitive, but the former rates have been reduced by about 50 per cent in the tariff which came into force on October 1, with the result that this, coupled with the activity in the building trades, holds out hopes of larger imports. Lumber—white pine, oak, beach, and white woods in general—come mostly from Roumania and small quantities are also received from Sweden, Russia, and Greece. Skilled labour being scarce, imports consist principally of finished material. Canadian lumbermen should be in a position to furnish this market with boards, deals, sashes, and flooring of second and third grades.

There is also quite a good market for timber for fruit boxes, for domestic articles, and for furniture. Bootmakers' accessories such as wooden rivets, and such articles as handles for shovels and picks, oars, beehives, etc., are in good demand.

CEMENT

Turkey is expected in the near future to become the consumer of considerable quantities of cement for the construction of a network of roads, and for modern dwelling houses in Anatolia and Thrace. The present annual imports are from 175,000 to 200,000 metric tons. Foreign interests are giving attention to the possibility of manufacture in the country itself. There are three factories now in operation—one at Arslan with an average output of 65,000 metric tons per annum, one at Bakir-Keuy (14,000 metric tons), and one at Angora (35,000 metric tons). Extensions to the Bakir-Keuy factory have recently increased its capacity by about 300 per cent. Four new factories are in course of construction—one operated by a Belgian group, at Cartal on the Asiatic coast opposite the Princes' Islands in the neighbourhood of Constantinople; the second, operated by a French group, at Stenia, on the Upper Bosphorus; the third, operated by a German group, at Adana; and the fourth at Fethié, near Smyrna, in which French capital is interested. The potential production of each is estimated at from 30,000 to 40,000 tons annually.

The difference between domestic production and total consumption is represented principally by imports from Russia, followed by Germany, Belgium, Denmark, Norway, and France. The German prices vary between 40s. and 41s. per ton c.i.f. Constantinople, but Russia, through the intermediary of the Arcos Company Limited, brings in cement at prices which defy competition.

Conditions of payment are accepted drafts at from thirty to forty-five days after the date of arrival of steamer at Constantinople.

The customs duty on cement from all countries is now Ltq.0·60 per 100 kilograms, or 29 cents per 220 pounds.

(See trade inquiry No. 1026 in this issue, page 798.)

MARINE MOTORS

Lighters, small steamers engaged in the coastal trade, fishing boats and canoes, provided with motors, which are all imported, are increasing in number. Great Britain has the trade for the better-class motors. Germany, France,

Sweden, and Holland are also in the market. As operation is by unskilled labour, the slow-revolution simple engine is in favour. Prices must be low. About 700 marine motors of various types are said to have been imported last year, and this trade appears to be increasing.

STORAGE BATTERIES FOR MOTOR VEHICLES

The principal makes in the market are "Exide" (American), "Dinan" (French), "Globe" (American), "Willard" (American), and "Varta" (German). American storage batteries are the best sellers. Types required are of 6 volts 70, 90, and 114 amperes, and 12 volts 70, 90, and 114 amperes.

Canadian concerns should consider the advisability of endeavouring to share in this trade.

ELECTRIC MATERIAL AND FITTINGS

Outside Constantinople, Smyrna, and some towns of Anatolia, there is no electric supply in Turkey. The only important centre is Constantinople, where about 25 per cent of the houses are supplied with electricity. Its utilization in industry is gradually increasing. The alternative currents of 110/190 volts and 220/380 volts are used for lighting, and 500 volts for industrial purposes. Electricity for lighting costs 17·50 Turkish piastres (about 8 cents) per kilowatt hour; and in industry, from 8·75 Turkish piastres, or less than 4 cents, down to 3 Turkish piastres (about 1½ cents), according to amount of consumption. The gradual spread of the use of electricity in Turkey can be foreseen. There is no manufacture of electrical material, and it is believed that there will be none for some years to come. Turkey therefore offers a good market for imports of electrical material.

The largest exporter of electrical fittings and material to Turkey is Germany, followed by France and Italy, and (for small quantities) by Switzerland and the United States. Domestic appliances such as vacuum cleaners, irons, stoves, warmers, fans, radiators, washing machines, and refrigerators come mainly from France, with Germany and Switzerland also contributors. The sale of electrical domestic appliances in Turkey began only about five years ago, but nevertheless sales have attained a good figure. What is required in general is a cheap product. Articles of good quality are only in demand by the foreign element; sales are very limited. Electric fixtures, tubes, wires, and sockets come almost exclusively from Germany. High-tension apparatus, motors, dynamos, and transformers are of German, French, and Swiss origin. The sphere of employment of electric cables is slowly widening in Turkey, together with that of telegraph and telephone cables.

German, French, and Swiss firms in this branch of industry give facilities for payment with accepted drafts up to six months after the receipt of the goods. Electrical material is also sent on consignment.

A number of the above products are dutiable at the same rate for treaty and non-treaty countries, and this should give Canadian firms an opportunity of entering the market.

RADIO SETS

On account of the poor broadcasting of the national station at Constantinople, only high-quality radio sets can be readily sold. The batteryless "superheterodyne", 8-valve sets with a wave length of 1,200 metres, are the best on the market at the present time. The sets sold are mostly from Germany and Austria, with some from the United States.

DRUGS AND CHEMICALS

Turkish requirements in drugs and chemicals are for the greater part supplied by foreign countries, Germany occupying the premier position; Great

Britain, France, Italy, and the United States have a relatively small place in the market. It is believed that for certain drugs, and in certain of the heavy chemicals, Canadian firms could enter the market. Samples of drugs in general and patent medicines must be submitted to analysis by the laboratory of the Department of Health, and permission obtained prior to entry.

(See trade inquiries in this issue, page 798.)

JUTE BAGS

Jute bags, old and new, find quite a good market in Turkey. Calcutta, Egypt, and Czechoslovakia are the chief sources of supply. The bags which enjoy a greater demand are (in inches): 48 by 28, 44 by 26½, and 32 by 22. They are packed in bales of from 250 to 400 units.

Samples of jute bags are on file in the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application.

(Attention is drawn to trade inquiries in this issue, page 798.)

WALLPAPER

There is no wallpaper industry in Turkey. While imports (which are valued at about $50,000 annually) are not of recent introduction, the use of wallpaper has so far extended only to the larger cities, principally Constantinople. Generally speaking, cheap and low-grade papers only are in demand. Before the war the most important sources of supply were, in order of importance, Germany, Belgium, and France, the first-mentioned—due to low prices and advantageous terms—having by far the largest share, and the same situation prevails to-day. Belgian and French papers are much appreciated, but their cost is too high for the market.

The German product comprises embossed and plain, and papers with designs. Belgian and French imports, on the other hand, are almost confined to paper with designs. The colours mainly in request are red, garnet-red, and pink. Gorgeous colour schemes, gilded patterns, and modern designs are greatly favoured. Price is the principal factor.

Papers are generally shipped in rolls of 8 metres in length by 50 centimetres in width, or again in rolls of 6 metres by 50 centimetres. German and Belgian manufacturers quote c.i.f. Constantinople, terms being accepted draft at four months after arrival of the goods at port of destination. This last clause is accepted by the French exporters, but their quotations are f.o.b. port of shipment. Quotations c.i.f. Constantinople are preferred.

Some of the cheaper Canadian lines should find a fair market in Turkey.

MIXED FERTILIZERS FOR GREECE

Henri Turcot, Canadian Trade Commissioner

Athens, November 8, 1929.—The Athens office has received inquiries from various Greek firms wishing to represent Canadian exporters of mixed fertilizers, and the following notes have been prepared for the information of interested parties. (See trade inquiries Nos. 1007 and 1008 in this issue, page 797.)

LOCAL PRODUCTION

Close on 70 per cent of the fertilizers now consumed in Greece are manufactured by the Société Anonyme Grecque de Produits et d'Engrais Chimiques, Athens, the yearly output of this concern aggregating 65,000 metric tons. Out of this annual production about 50,000 metric tons are sold locally, whilst the

remaining 15,000 metric tons are exported to Cyprus, Egypt, and Turkey. The types of fertilizers produced in Greece are as follows:—

0	16	0	For completion of animal fertilizers
0	12	6	For trefoil and vegetables
4	12	3	For cereals
4	10	5	For currants, olives, fruit.
4	10	10	For currants, olives and fruit.
6	8	8	For potatoes, tobacco and flowers.
7	7	3	For surface fertilizers, in lieu of pure nitrate.

The first column of the above figures represents sulphate of ammonia; the second, phosphoric acid; and the third, sulphate of potash. The mixture of these elements is made mechanically.

Except for sulphuric acid, which is manufactured in the country, sulphuric ore being available, the raw material used for the manufacture of fertilizers is supplied by Continental firms with which the Greek plants have recently concluded a five-year contract. Consequently no offers can be entertained from new sources before that time has elapsed.

IMPORTS

Domestic production is not sufficient to satisfy the country's needs, and some imports have to be made. The principal sources of supply are Belgium, France, Germany, the United States, the Netherlands, and Turkey, these countries having contributed in 1927 and 1928, according to the Greek official statistics, the following amounts:—

Country	1928	1927
	In Metric Tons	
Belgium	767	1,301
France	413	1,899
Germany	6,979	6,674
United States	2,950	2,762
Netherlands	547	630
Turkey	1,955	....
Other countries	1,495	547
Total in metric tons	15,106	13,813
Total value	$779,653	$736,707

While imports in 1928 reached the figure of 15,106 metric tons, the needs of the country would, however, call for much larger quantities, but owing to their weak buying power the rural classes have perforce to limit their purchases. When conditions are improved Greece will no doubt offer excellent opportunities for importations, a great development in domestic manufacture not being anticipated, and the home product being in any event of a much inferior grade. Canadian fertilizers are not being sold in Greece, but it is estimated that, if prices are right, they should be able to secure for themselves a fair share of the trade. As the Canadian product is not known to the trade in this country, interested concerns would be well advised to give, when quoting for this market, rock-bottom prices as an inducement for the farmers to buy and test it. Information as to prevailing prices for Greek and foreign fertilizers, together with the names of the firms mentioned above in the report, is on file at Ottawa and may be obtained on application to the Department of Trade and Commerce (quoting file No. T/C-10-184). Fertilizers needed in Greece are principally for cereals, trefoil, vegetables, tobacco, currants, olive trees, fruit trees, potatoes, and flowers.

FERTILIZERS FROM ABROAD

The principal brands of fertilizers imported into Greece from abroad are the "Ammo-Phos" (American), "Guanowerke A.G." (German), "Auby"

(French), "Key Brand" (German), and "Albatros" (Dutch). The "Ammo-Phos" fertilizers, owing to their quality, are the best received by the farmers in spite of their relatively high price. Their composition is as follows:—

13	48	0[1]	For cereals and trees.
20	20	0	For vineyards and vegetables.
12	24	12	For tobacco and potatoes.

The Guanowerke A.G. fertilizers are also popular, with their formulæ being the following:—

9	10	5[1]	For cereals.
10	8	6	For vineyards.
9	9	8	For olive trees, tobacco, potatoes and other vegetables.

PACKING

Fertilizers shipped to this market from abroad are packed in strong bags of 50 kilogams (110 pounds).

SALES METHODS AND TERMS

Fertilizers are generally sold through commission agents. United States exporters' terms are the opening of an irrevocable credit in a New York bank. Some Continental firms, on the other hand, are satisfied with terms cash against documents, and others grant facilities up to ninety days, payment guaranteed by a bank.

DOCUMENTS

For customs purposes, a certificate of origin issued by a chamber of commerce abroad and visæd by a Greek consul is required, together with a certificate of analysis by a licensed chemist in the country of origin.

DUTY

The duty on mixed artificial fertilizers is 1 metallic drachma (approximately 19·3 Canadian cents) per 100 kilograms (220 pounds) in the case of countries entitled to minimum rates of duty and 2 metallic drachmæ (about 38·6 Canadian cents) per 100 kilograms (220 pounds) for other countries, Canada being one of these. American fertilizers are dutiable under the minimum rates. Internal taxes amount to about 75 per cent of the basic duty.

GERMAN MARKET FOR BUILDING BOARD

M. B. Palmer, Assistant Trade Commissioner

Hamburg, November 15, 1929.—A certain market at present exists, and prospects seem favourable to the development of an increasing demand for building board in Germany.

Its use is comparatively new in German building construction, but as trade circles become better informed as to its suitability for the various purposes for which it is designed, a more general adoption may be expected.

Owing to lack of ready capital, construction in Germany to-day is restricted to immediate requirements. It has as yet been impossible to catch up with the great housing shortage brought about by the war and inflation periods. The cost factor therefore is a determining one, and this may be assumed as an argument which should encourage the use of building board, since it is not only a cheaper construction material, but also tends to reduce labour.

[1] The first column of the above figures represents sulphate of ammonia, the second, phosphoric acid, and the third, sulphate of potash.

Considerable propaganda and advertising has been exercised in Germany in recent years by certain American manufacturers, one of whom maintains offices in Berlin. The ground work of the introductory stage is therefore well commenced, and the time would seem opportune for further concentrated efforts. Canadian producers would also find competition offered in this market by Finnish and Swedish boards in addition to certain German products which have recently appeared.

The popular board is one which will give satisfactory insulation against sound, moisture, rodents, vermin and, to a certain degree, fire. The thicknesses required are chiefly $\frac{7}{16}$-inch, for walls, roofing, etc., and $\frac{3}{16}$-inch for carpet and linoleum lining. It is ascertained that in order to be competitive these thicknesses should retail for R.M.2.50 (approximately $0.60) and R.M.1.50 (approximately $0.36) respectively per square metre. This would be a c.i.f. price of roughly $38 per thousand square feet for the $\frac{7}{16}$-inch stock.

The Canadian Trade Commissioner at Hamburg is prepared to furnish any further information requested by interested Canadian exporters.

FORTHCOMING LEATHER GOODS EXHIBITION AT BERLIN

Mr. M. B. Palmer, Assistant Trade Commissioner in Hamburg, writes under date November 6, 1929, that improvements are now being made preparatory to an International Leather Goods Exhibition which is being held in Berlin, September 18 to 21, 1930. In department B, group 4, exhibits of all classes of footwear will be shown, and in this connection an opportunity will be afforded to display certain Canadian products which find a market in this territory. These include rubber footwear of all kinds, canvas shoes with rubber soles, mocassins and slippers. For ordinary space a floor charge of R.M.24 ($5.71) per square metre (approximately 1·2 square yards) will be made, while for the corner stands the charge will be R.M.27.50 ($6.55) per square metre.

The Canadian Government Trade Commissioner at Hamburg will be glad to supply any further information or assistance desired by interested Canadian exporters.

FOREIGN TRADE OF CHINA IN 1928

L. M. Cosgrave, Canadian Trade Commissioner

III

Comparative Figures

Canada's share of China's trade for the calendar year amounted to approximately 16,000,000 dollars (gold). In anticipation of the new tariff heavy orders were placed during the latter part of the year for delivery during the first two months of 1929.

An analysis of the Chinese Maritime Customs figures for 1928 shows that many commodities which were introduced as sample shipments during 1927 and the early part of 1928 have found a definite place in the main Treaty Ports, and these should be reflected in the figures for 1929.

A summary of the statistics affecting those commodities in which Canada either participates or in which there are possibilities in China is given in this report, in comparison with the leading competitors, as a guide to market possibilities.

TEXTILES

China is a very large importer of piece goods of all kinds, but to date Canada has not been an important factor in this trade. An introduction has, however, been effected in the following lines:—

Cotton Flannel or Flannelette.—Imports, 1,400,000 taels ($980,000) as compared with 1,500,000 ($1,050,000) in 1927: Japan 1,200,000 ($840,000), United States 90,000 ($63,000), and Canada 48,000 ($33,600), as compared with Japan 1,400,000 ($980,000), United States 180,000 ($126,000), and Canada nil in 1927.

Knitted Clothing, Raised.—Imports, 700,000 taels ($490,000) as compared with 500,000 ($350,000) in 1927: Japan 650,000 ($55,000), United States 17,000 ($11,000), and Canada 560 ($392), as compared with Japan 439,000 ($307,000), United States 1,350 ($945), and Canada 600 ($420) in 1927.

Singlets or Drawers, Cotton, not Raised.—Imports, 860,000 taels ($600,200) as against 781,000 ($546,700) in 1927: Japan, 440,000 ($308,000), United States 827 ($579), Great Britain 340,000 ($238,000), and Canada 703 ($492) in 1928, as compared with Japan 279,000 ($195,300), Great Britain 400,000 ($280,000), United States 1,900 ($1,330), and Canada 25 ($17) in 1927. Although Canada's share this year is small, dealers advise that samples are excellent as to quality and price, and should result in orders in the near future.

Towels, Turkish.—Imports, 250,000 taels ($175,000) as compared with 210,000 ($157,000) in 1927: Japan 150,000 ($105,000), Great Britain 70,000 ($49,000), United States 1,400 ($980), and Canada 180 ($126), as compared with Japan 100,000 ($70,000), Great Britain 90,000 ($63,000), United States 1,200 ($840), and Canada *nil* in 1927.

Thread, Cotton.—Imports, 500,000 taels ($350,000) as compared with 400,000 ($280,000) in 1927: France 170,000 ($119,000), Great Britain 140,000 ($98,000), United States 70,000 ($49,000), and Canada 650 ($450), as compared with France 140,000 ($98,000), Great Britain 80,000 ($56,000), United States 40,000 ($28,000), and Canada *nil* in 1927.

Bags, Gunny and Hemp.—Imports stood at the remarkable sum of 16,000,000 taels ($11,200,000), compared with 14,000,000 ($9,800,000) in 1927: Manila 6,000,000 ($4,200,000), India 2,500,000 ($1,750,000), Russia 3,000,000 ($2,100,000), Japan 4,000,000 ($2,800,000). Canada has not participated in this trade, but in view of the large connections with other foreign countries, bag factories may be interested in supplying prices and samples.

Cloth, Hessian.—Imports, 1,500,000 taels ($1,050,000) as compared with 800,000 ($560,000) in 1927: Hongkong 690,000 ($483,000), India 800,000 ($560,000), Japan 75,000 ($52,500), and Canada 3,000 ($2,100), as compared with 290,000 ($203,000), 450,000 ($315,000), 28,000 ($19,600), and *nil* for the respective countries in 1927.

Silk and Woollen Piece Goods.—Imports, 600,000 taels ($420,000) as compared with 500,000 ($350,000) in 1927: France 450,000 ($315,000), Germany 55,000 ($38,500), Great Britain 50,000 ($35,000), Canada 350 ($245), as compared with 400,000 ($280,000), 5,000 ($3,500), 65,000 ($45,000) and *nil* for the respective countries in 1927.

Silk Goods and Silk Mixtures.—Imports, 2,100,000 taels ($1,470,000) as compared with 290,000 ($203,000) in 1927: Japan 1,800,000 ($1,260,000), Belgium 100,000 ($70,000), Great Britain 60,000 ($42,000), and Canada 450 ($315), as compared with 120,000 ($84,000), 40,000 ($28,000), 9,000 ($6,300) and *nil* respectively in 1927.

Wool and Woollen Goods.—Imports, 2,100,000 taels ($1,470,000) as compared with 1,100,000 ($770,000) in 1927, of which Great Britain supplied 750,000 ($525,000), Germany 550,000 ($385,000), Belgium 175,000 ($122,500), and Canada 2,300 ($1,610), as compared with 430,000 ($301,000), 200,000 ($140,000), 100,000 ($70,000), and 225 ($157) for the respective countries in 1927.

Artificial Silk and Woollen Yarns.—These imports—in which there is intense competition between European countries—have shown a remarkable increase in the past few years and are rapidly assuming large dimensions. Imports, 16,000,000 taels ($11,200,000) as compared with 11,000,000 ($7,700,000) in 1927: Italy 9,000,000 ($6,300,000), France 2,000,000 ($1,400,000), Germany 1,500,000 ($1,050,000), Great Britain 1,200,000 ($850,000), and Canada 5,400 ($3,780), as compared with 5,500,000 ($3,850,000), 1,900,000 ($1,330,000), 800,000 ($560,000), 850,000 ($595,000) and *nil* for the respective countries in 1927.

Artificial Silk and Cotton, Artificial Silk and Wool, and Artificial Silk Piece Goods.—Imports, 5,600,000 taels ($3,920,000) as compared with 3,600,000 ($2,520,000) in 1927: Japan 2,400,000 ($1,680,000), Great Britain 1,400,000 ($980,000), France 900,000 ($630,000), and Canada 1,250 ($875), as compared with 700,000 ($490,000), 1,800,000 ($1,260,000), 500,000 ($350,000), and *nil* respectively in 1927.

METALS AND MINERALS

Foil: Tin, Lead, Aluminium, etc.—Imports, 3,600,000 taels ($2,520,000) as compared with 1,600,000 ($1,120,000) in 1927: United States 1,600,000 ($1,120,000), France 900,000 ($630,000), Great Britain 260,000 ($182,000), and Canada 13,500 ($9,450), as compared with 1,060,000 ($742,000), 166,000 ($116,200), 76,000 ($53,200), and *nil* respectively in 1927.

The production of cigarette and container requirements in China has resulted in a remarkable expansion in imports of this kind. New sources of supply in Canada can find a ready outlet in this market. Prices and samples should be forwarded to this office.

Iron and Steel, Ungalvanized: Bar Croppings, Bar Ends, Cobbles, Wire Shorts, etc.—Imports, 2,800,000 taels ($1,960,000) as compared with 1,400,000 ($980,000) in 1927. Belgium, Great Britain, and the United States are the chief suppliers, and new sources are sought.

Iron and Steel, Ungalvanized: Rails.—Imports, 7,000,000 taels ($4,900,000) as compared with 3,800,000 ($2,660,000) in 1927. The chief sources of supply are the United States, Austria, France, and Belgium. The railway extension program covering the next three years is extremely large, and it is expected that heavy orders will be placed abroad for replacement, maintenance, and new rails.

Steel: Tool and Spring.—Imports, 1,000,000 taels ($700,000) as compared with 925,000 ($647,500): Great Britain 280,000 ($196,000), Germany 160,000 ($112,000), Italy 90,000 ($63,000), Czechoslovakia 75,000 ($52,500), United States 40,000 ($28,000), and Canada 434 ($303).

Galvanized Wire.—Imports, 1,390,000 taels ($973,000) as compared with 840,000 ($588,000) in 1927: Belgium, Austria, Japan, and Germany were the chief suppliers. New sources are in steady demand, and the fact that Canada can supply rapidly from stock should be an additional sales factor.

Lead: Pigs or Bars.—Imports, 1,400,000 taels ($980,000) as compared with 1,700,000 ($1,190,000) in 1927: United States 625,000 ($437,500), Canada 480,000 ($336,000), and Japan 84,000 ($58,800). It is believed, however, that a proportion of the figures credited to the United States and Japan were of Canadian origin. Canadian lead practically dominates the China market owing to its purity and competitive price.

Wire Netting and Gauze.—Imports, 300,000 taels ($210,000) as compared with 337,000 ($235,000) in 1927: Germany 120,000 ($84,000), Japan 68,000 ($47,600), United States 60,000 ($42,000), and Canada 172 ($120), as compared with 110,000 ($77,000), 40,000 ($28,000), 160,000 ($112,000), and 267 ($187) for the respective countries in 1927.

Zinc: Powder and Spelter.—Imports, 800,000 taels ($560,000) as compared with 980,000 ($686,000) in 1927: Japan 280,000 ($196,000), Belgium 160,000 ($112,000), and Canada 60,000 ($42,000), as compared with 500,000 ($250,000), 160,000 ($112,000), and 60,000 ($42,000) respectively in 1927. It is anticipated that imports will increase rapidly in 1929 owing to the abolition of the Arms Embargo Act, which included zinc for use in the Chinese arsenals.

FISHERIES AND SEA PRODUCTS

Cuttlefish.—This holds an important place in Chinese foodstuffs, and though not actually caught in Canadian waters, large supplies are shipped through both Canada and the United States from the Atlantic coast, chiefly around Newfoundland.

Imports, 2,000,000 taels ($1,400,000) as compared with 3,400,000 ($2,380,000) in 1927. Japan is the chief supplier; substantial quantities are also brought in from the Federated Malay States and Singapore. Canada is credited with 9,000 ($6,300) in 1928 against *nil* in 1927, but as demand exceeds supply, Chinese importers are always open to offers from abroad.

Dry Salt Herring.—This item is a most important commodity from Canada. Imports, 2,200,000 taels ($1,540,000) as compared with 2,100,000 ($1,470,000) in 1927. Canada is the chief supplier with 1,000,000 ($700,000), Japan 300,000 ($210,000), and the United States 270,000 ($189,000), as compared with 750,000 ($525,000) from Canada, 375,000 ($262,500) from Japan, and 500,000 ($350,000) from the United States in 1927. (Canada is practically the only source of supply: imports credited to Japan and the United States are transhipments only.)

An indication of China's demand in salt fish of all kinds is shown in the customs figures which indicate "fish, salt, other kinds," with imports of 7,500,000 taels ($5,250,000) in 1928 and 7,100,000 taels ($4,970,000) in 1927. It is believed by the large importers that other types of fish would find a market in China, particularly all varieties that are low in price.

Mussels, Oysters, and Clams, Dried.—These commodities hold a large place in Chinese diet, and were imported to the value of 1,000,000 taels ($700,000) as compared with 950,000 ($665,000) in 1927. Japan, Korea, and the Federated Malay States are the chief sources of supply.

If Atlantic Coast oysters are being dried for export, this office would be glad to receive some samples for submission to the trade.

Fish, Canned.—Imports of canned fish have shown a marked increase in the past few years, and were reported to the value of 4,250,000 taels ($2,975,000) as compared with 4,200,000 ($2,940,000) in 1927. The chief suppliers were: Japan 1,000,000 taels ($700,000), Singapore 500,000 ($350,000), United States 19,000 (13,300), and Canada 3,500 ($2,450).

China has not yet developed a taste for the better qualities such as canned salmon and pilchards, but progress has been noted in canned sardines. Dealers are interested in the foregoing items with a view to future demands. Canadian sardines now compete in quality and price with all other varieties and imports have shown a substantial increase.

ANIMAL PRODUCTS

Butter.—China continues to increase its imports of butter: 1,050,000 taels ($735,000) in 1928 as compared with 850,000 ($59,500) in 1927, of which Canada was the chief supplier with 215,000 taels ($150,000), Australia 176,000 ($123,200), and the United States 36,000 ($25,200), as compared with 220,000 ($154,000), 125,000 ($87,500), and 70,000 ($49,000) for the respective countries in 1927.

Cheese.—Imports, 190,000 taels ($133,000) as compared with 175,000 ($122,500) in 1927: United States 47,000 ($32,900), Canada 28,000 ($19,600), France 32,000 ($22,400), as compared with 75,000 ($52,500), 42,000 ($29,400), and 22,000 ($15,400) for the respective countries in 1927.

The larger distributors note that the Chinese public are beginning to include cheese in their dietary.

CANNED GOODS

Biscuits.—Imports, 520,000 taels ($364,000) as compared with 450,000 ($315,000) in 1927: Great Britain 240,000 ($168,000), United States 120,000 ($84,000), and Canada 400 ($280).

Milk, Evaporated.—Imports, 610,000 taels ($427,000) as compared with 520,000 ($364,000) in 1927: United States 500,000 ($350,000), Italy 30,000 ($21,000), Canada 13,000 ($9,000), as compared with 410,000 ($287,000), 35,000 ($24,500), and 30,000 ($21,000) for the respective countries in 1927.

Milk, Condensed.—Imports, 2,000,000 taels ($1,400,000) as compared with 1,500,000 ($1,050,000) in 1927: United States 700,000 ($490,000), the Netherlands 110,000 ($77,000), Japan 40,000 ($28,000), and Canada 33,000 ($23,100), as compared with 500,000 ($350,000), 53,000 ($37,100), 15,000 ($10,500), and Canada *nil* in 1927.

Fruits: Table and Pie.—Imports, 550,000 taels ($385,000) as compared with 430,000 ($301,000) in 1927: United States 300,000 ($210,000), Great Britain 900 ($630), Japan 21,000 ($14,700), and Canada 30 ($21), as compared with 265,000 ($185,500), 55,000 ($33,000), 25,000 ($17,500), and Canada 2,000 ($1,400) in 1927.

Canned Goods; Other Varieties.—Imports, 1,400,000 taels ($980,000) as compared with 1,100,000 ($770,000) in 1927. The chief suppliers are the United States, Japan, and Great Britain. Canada showed a slight increase from 3,000 ($2,100) to 4,200 ($2,940) during the year.

COCOA AND CONFECTIONERY

China's imports showed a decided increase during the year, 1,300,000 taels ($910,000) as compared with 980,000 ($686,000) in 1927: United States 277,000 ($194,000), Japan 380,000 ($266,000), Great Britain 230,000 ($161,000), the Netherlands 160,000 ($112,000), and Canada 64,000 ($44,800), as compared with 163,000 ($114,000), 427,000 ($299,000), 144,000 ($100,800), and 27,000 ($18,900) for the respective countries in 1927.

Chocolate.—Imports, 250,000 taels ($175,000) as compared with 300,000 ($210,000) in 1927: France 140,000 ($98,000), Belgium 40,000 ($28,000), Great Britain 18,000 ($12,600), United States 23,000 ($16,100), and Canada 3,000 ($2,100), all countries showing a slight increase over the preceding year.

MACARONI AND VERMICELLI

China's imports amounted to 1,300,000 taels ($910,000) as compared with 1,400,000 ($980,000) in 1927, the trade being divided in almost equal proportions between Italy, Japan, and the United States. Canada has not yet entered this market.

MEATS: PREPARED AND PRESERVED

China imported to the value of 450,000 taels ($315,000) as compared with 520,000 ($364,000) in 1927: Great Britain 60,000 ($42,000), Federated Malay States 40,000 ($28,000), United States 44,000 ($30,800), and Canada 46,000 ($32,200), as compared with 82,000 ($57,400), 30,000 ($21,000), 56,000 ($39,200), and 63,000 ($44,100) for the respective countries in 1927. Although imports from the Dominion decreased, the 1928 figures were in advance of 1926 and previous years.

OTHER ANIMAL PRODUCTS AND GROCERIES

Imports, 623,000 taels ($436,100) as compared with 580,000 ($406,000) in 1927: Australia 132,000 ($92,400), United States 70,000 ($49,000), Great Britain 63,400 ($44,100), Japan 56,000 ($39,200), and Canada 1,050 ($735), as compared with Australia 202,000 ($141,400), United States 56,000 ($39,200), Great Britain 54,000 ($37,800), Japan 66,000 ($46,200), and Canada 2,000 ($1,400) in 1927.

CEREALS

Though China's wheat crop is extremely large and in 1928 was up to normal, the continued lack of transportation from the interior, added to the necessity of mixing hard wheat from Canada and the United States, resulted in considerable purchases from abroad. These totalled 3,300,000 taels ($2,310,000) as compared with 7,000,000 ($4,900,000) in 1927. Canada was the chief source of supply with 2,900,000 taels ($2,030,000), followed by the United States with 425,000 ($297,500), as compared with 5,400,000 ($3,780,000) and 1,600,000 ($1,120,000) in 1927.

The above figures are, however, not an accurate guide to China's requirements, as heavy buying orders were placed in the latter months of the year for delivery in the first quarter of 1929. At the same time heavy purchases of Canadian flour were made, which in turn were mixed with the softer Chinese flour by the Shanghai mills. It is estimated that under normal conditions China will require for many years to come to import from four to five months' supply in order to supplement her own production.

Flour, Wheat.—Imports during the year constituted a record, with a total of 31,400,000 taels ($21,980,000) as compared with 21,300,000 ($14,910,000) in 1927: Japan 9,000,000 ($6,300,000), United States 8,400,000 ($5,800,000), and Canada 6,400,000 ($4,480,000), as compared with 6,300,000 ($4,410,000), 6,900,000 ($4,830,000), and 3,800,000 ($2,660,000) for the respective countries in 1927. The flour imported from Japan is wholly produced from Canadian and United States wheat.

FRUITS: FRESH, DRIED, OR PRESERVED

Apples, Fresh.—China's imports amounted to 650,000 taels ($455,000) as compared with 560,000 ($392,000) in 1927: Japan and Korea 450,000 ($315,000), United States 80,000 ($56,000), and Canada 70,000 ($49,000), as compared with 400,000 ($280,000), 90,000 ($63,000), and 55,000 ($38,500) for the respective countries in 1927. Canadian apples are very well liked in the main Treaty Ports.

Fruits, Fresh, Dried or Preserved, not otherwise recorded.—Imports, 1,800,000 taels ($1,260,000) as compared with 1,500,000 ($1,050,000) in 1927, which in turn was a substantial increase over previous years. The chief suppliers were Japan with 460,000 ($322,000) and the United States with 113,000 ($79,100), as compared with 480,000 ($336,000) and 107,000 ($74,900) in 1927.

VEGETABLES, DRIED AND FRESH, INCLUDING POTATOES

Imports amounted to 760,000 taels ($532,000) as compared with 690,000 ($483,000) in 1927: Japan 450,000 ($315,000), United States 3,000 ($2,100), and Canada 2,200 ($1,540), as compared with 390,000 ($273,000), 7,500 ($5,250), and 4,500 ($3,150) for the respective countries in 1927.

MEDICINES

Medicines of all kinds were imported to the value of 5,400,000 taels ($3,780,000) as compared with 5,000,000 ($3,500,000) in 1927: Japan 600,000 ($420,000), Great Britain 375,000 ($262,500), Germany 320,000 ($224,000), United States 270,000 ($189,000), France 200,000 ($140,000), and Canada 9,600 ($6,720), as compared with 800,000 ($560,000), 235,000 ($164,500), 360,000 ($252,000), 380,000 ($266,000), 270,000 ($189,000), and 4,300 ($3,100) for the respective countries in 1927.

TRADE COMMISSIONERS ON TOUR

Mr. Macgillivray

Mr. J. C. Macgillivray, Trade Commissioner in Rotterdam, will visit the following cities as under:—

Brantford .. ..Dec. 9 and 10
Stratford and district. .. ..Dec. 11
Border Cities .. ..Dec. 12 to 14
London and district .. .. ..Dec. 16 and 17
Hamilton and Grimsby .. ..Dec. 18 and 19
St. Catharines.. .. ..Dec. 20

Mr. Poussette

Mr. H. R. Poussette, formerly Trade Commissioner in Calcutta, will be visiting the following cities as under:—

Brantford .. ..Dec. 9 and 10
Galt, Preston, Kitchener...Dec. 11 and 12
Toronto.. .. ..Dec. 13

GROCERS' AND ALLIED TRADES' EXHIBITION AT MANCHESTER

Harry A. Scott, Canadian Trade Commissioner

Liverpool, November 5, 1929.—An exhibition under the above title is to be held at Exhibition Hall, Bellevue Gardens, Manchester, from April 29 to May 8, 1930. The promoters of this exhibition are the Northern Council of Grocers' Associations (which represents the whole of the retail grocery trade of Lancashire, Cheshire, and Cumberland), and the Manchester, Salford and District Grocers' Association. The primary aim of this exhibition is to enable manufacturers and distributing agents to get into closer touch with retailers and to bring before the public the high standard of goods which retailers have to sell.

The Empire Marketing Board has announced its intention of taking part in this exhibition with a display of Empire products, and plans are being made by the Canadian Government Exhibition Branch in Great Britain, in co-operation with the Trade Commissioner at Liverpool, for a comprehensive display of Canadian food products in the Canadian section of the Empire Marketing Board stand.

Manchester is an important market, actual and potential, for Canadian products owing to its position as a commercial and distributing centre for the densely populated and highly industrialized North of England. This exhibition accordingly should provide an excellent opportunity for Canadian manufacturers to display their products, and to take advantage of the steadily growing tendency on the part of the British public to purchase Empire goods in preference to foreign.

The organizers are anxious to secure the participation of as many Canadian firms as possible and have asked for the assistance of this office. Canadian firms with representatives in the United Kingdom are strongly invited to take space. Their representatives are being circularized, but it is suggested that head offices in the Dominion might consult with them with a view to exhibiting.

Prospectuses may be obtained on application to the Department of Trade and Commerce, Ottawa, or by communicating direct with H. Burns, Secretary, Grocers' and Allied Trades' Exhibition, 392A Corn Exchange, Fennel Street, Manchester.

An important factor to be considered in connection with this exhibition by Canadian exporters of foodstuffs is the question of continuity of supplies. Interested firms are specially urged therefore to do everything possible, through their representatives in this country, to see that their goods are readily available, as otherwise propaganda of this kind obviously loses a great amount of its appeal.

TARIFF CHANGES AND CUSTOMS REGULATIONS

New Zealand Duty on Opal Glass Bottles

The New Zealand Gazette of October 24, 1929, contains a notice that empty plain opal glass bottles, not cut or ground, being substitutes for empty plain opal glass jars, not cut or ground, should be free of duty under the British preferential tariff (applicable to Canada) and 20 per cent ad valorem under the general tariff. The usual primage duty of 2 per cent ad valorem is applicable in either case.

New Zealand Primage Duty

With reference to a paragraph which appeared in *Commercial Intelligence Journal* No. 1332 (August 10, 1929), announcing an increase in the primage duty payable on practically all goods entering New Zealand, advice has now been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auck-

land, to the effect that a "Customs Amendment Act, 1929," has been passed by the New Zealand Parliament confirming the resolutions passed on August 1, 1929.

The position now is that all goods entering New Zealand which were previously charged a primage duty of 1 per cent pay 2 per cent. (There is a list of exemptions from all primage duties, including live animals, certain surgical and medical appliances, works of art, articles for use of the blind, articles for education, passengers' baggage, coal, etc., which remains unchanged.)

A long list of commodities, comprising chiefly foodstuffs, non-alcoholic beverages, stearine, matches, groceries, and fertilizers, when imported into New Zealand at any time after March 31, 1930, shall revert to the original 1 per cent primage duty, while all other goods (with exception of those exempt from primage duty, as above-noted) shall continue to pay primage duty at the rate of 2 per cent ad valorem.

Limitation in Weights of Motor Vehicles in Antigua

Mr. F. L. Casserly, Acting Trade Commissioner in Port of Spain, writes under date November 13, 1929, that the Government of Antigua has recently made a regulation, effective as from January 1, 1930, limiting the weights of motor cars used on public roads of that colony. For cars fitted with pneumatic tires the maximum laden weight will be 7 tons, while cars with solid tires must not exceed 3 tons. Steel tires are absolutely banned, and it is further provided that for motor cars imported into Antigua after January 1, 1930, the maximum laden axle weight shall be 2 tons per axle in the case of machines with pneumatic tires and $1\frac{1}{2}$ tons per axle in the case of machines with solid rubber or cushion tires.

NORWEGIAN CORN MONOPOLY

Mr. Frederick H. Palmer, Canadian Trade Commissioner at Oslo, has transmitted several copies of a translation of the Norwegian law which recreated the State Corn Monopoly that existed during the war, as well as a copy of a circular, distributed by the State Corn Monopoly, in which the powers granted to the Monopoly are set forth and a description as to how the Monopoly will function and engage in the distribution of those products over which it has control. These copies are available to interested Canadian exporters on application to the Department of Trade and Commerce, Ottawa (quote file No. 17149).

TENDERS INVITED

New Zealand

Copies of specifications and drawings have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department and the Public Works Department, Wellington.

Tenders should be addressed to the Secretary, Post and Telegraph Department, and the Secretary, Public Works Supplies and Tenders Committee, Wellington, in accordance with these specifications.

Particulars are as follows:—

Post and Telegraph Department.—Seventy-five transmitters, breastplate without cord or plug, B.P.O. type 4 or equivalent substitute. (Tenders close January 27.) Three thousand pairs protector blocks for use in B.P.O. type protectors. (Tenders close February 3.) Five hundred fuses, indicator, alarm 1·2 amps; 1,000 fuses, indicator alarm, 2·85 amps. (Tenders close February 5.) Two thousand five hundred lamp opal caps, B.P.O. type 2. (Tenders close February 13.)

Public Works Department.—Galvanized steel screens to specifications and drawing. (Tenders close February 18.)

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING DECEMBER 2

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 2, 1929, with the official bank rate. Quotations for the week ending November 25, 1929, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Nov. 25	Nominal Quotations in Montreal Week ending Dec. 2	Official Bank Rate
Austria	Schilling	.1407	$ .1439	$ .1439	8
Belgium	Belga	.1390	.1413	.1413	4½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.....	.0299	.0299	5
Denmark	Krone	.2680	.2705	.2709	5½
Finland	Markka	.0252	.0254	.0254	7
France	Franc	.0392	.0397	.0398	3½
Germany	Reichsmark	.2382	.2417	.2419	7
Great Britain	Pound	4.8666	4.9281	4.9310	5½
Greece	Drachma	.0130	.0131	.0131	9
Holland	Guilder	.4020	.4077	.4078	4½
Hungary	Pengo	.1749	.1767	.1768	7½
Italy	Lira	.0526	.0528	.0529	7
Jugo-Slavia	Dinar	.1930	.0179	.0179	6
Norway	Krone	.2680	.2705	.2708	5½
Portugal	Escudo	1.0805	.0454	.0454	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.....	.1417	.1400	5½
Sweden	Krona	.2680	.2716	.2722	5½
Switzerland	Franc	.1930	.1960	.1962	3½
United States	Dollar	1.00	1.0100	1.0468	4½
Argentine	Peso (Paper)	.4244	.4191	.4205	..
Brazil	Milreis	.1196	.1187	.1192	..
Chile	Peso	.1217	.1224	.1225	6
Colombia	Peso	.9733	.9797	.9774	9
Mexico	Peso	.4985	.4883	.4876	6-7
Peru	Libra	4.8666	4.0400	4.0412	7
Venezuela	Bolivar	.1930	.1949	.1949	..
Uruguay	Peso	1.0342	.9771	.9724	..
Cuba	Peso	1.0000	1.0003	1.0003	..
Java	Guilder	.4020	.4060	.4066	5½
Shanghai	Tael	.....	.5580	.5531	..
India	Rupee	.3650	.3673	.3675	7
Japan	Yen	.4985	.4943	.4945	5.48
Siam	Baht (Tical)	.4424	.4595	.4596	..
Straits Settlements	Dollar	.5678	.5706	.5708	..
Jamaica	Pound	4.8666	4.9212	4.9252	..
British Guiana Barbados Trinidad	$	1.0000	1.01⅞—1.02⅞	1.02 3/64 —1.03 3/64	..
Other British West Indies	$	1.0000	1.01¾—1.03 1/64	1.01 29/32—1.03⅛	..
Martinique	Franc	.0392	.0397	.0398	..
Guadeloupe	Franc	.0392	.0397	.0398	..

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Foodstuffs

994. Provisions.—A firm of importers and exporters in Hamburg, Germany, who would be prepared to open credits to cover purchases in Canada, if necessary, are desirous of getting in touch with Canadian exporters of provisions.

995. Dried Apples.—A firm of importers and exporters in Hamburg, Germany, who would be prepared to open credits to cover purchases in Canada, if necessary, are desirous of getting in touch with Canadian exporters of dried apples.

996. Canned and Fresh Foods and Fruits.—British company of manufacturers' representatives in Tientsin desire contact with Canadian exporters of canned and fresh foods and fruits. Prices c.i.f. and all data should be forwarded direct.

997. Canned Fruits.—A firm of importers and exporters in Hamburg, Germany, who would be prepared to open credits to cover purchases in Canada, if necessary, are desirous of getting in touch with Canadian exporters.

998. Canned Lobsters.—A firm of importers and exporters in Hamburg, Germany, who would be prepared to open credits to cover purchases in Canada, if necessary, are desirous of getting in touch with Canadian exporters of canned lobsters.

999. Canned Salmon.—A firm of importers and exporters in Hamburg, Germany, who would be prepared to open credits to cover purchases in Canada, if necessary, are desirous of getting in touch with Canadian exporters of canned salmon.

1000. Codfish.—A commission agent in Camaguey, Cuba, desires to sell dried codfish on a commission basis only.

1001. Potatoes.—A commission agent in Camaguey, Cuba, desires to sell Canadian potatoes on a commission basis only.

1002. Flour.—British company of manufacturers' representatives in Tientsin desire contact for North China with Canadian exporters of flour. Samples should be forwarded direct.

Miscellaneous

1003. Proprietary and Patent Medicines.—A Hongkong firm of manufacturers' representatives wish to secure the agency for Hongkong and South China of Canadian manufacturers of proprietary and patent medicines. Samples, c.i.f. prices, and descriptive literature should be provided.

1004. Writing, Tissue and Packing Papers.—British company of manufacturers' representatives desire contact with Canadian manufacturers of writing, tissue and packing papers. Samples and c.i.f. prices should be forwarded direct.

1005. Fish Meal.—A firm of importers and exporters in Hamburg, Germany, who would be prepared to open credits to cover purchases in Canada, if necessary, are desirous of getting in touch with Canadian exporters of fish meal.

1006. Fertilizers.—British company of manufacturers' representatives desire contact for North China with Canadian exporters of fertilizers. Samples and c.i.f. prices should be forwarded direct.

1007. Mixed Fertilizers.—Agent in Patras desires exclusive representation of Canadian exporter of mixed fertilizers in the Peloponnesus.

1008. Mixed Fertilizers.—Agent in Piræus, with branch in Salonica, wishes to represent Canadian exporter of mixed fertilizers in Eastern Greece, Macedonia, and Thrace.

1009. Radio Equipment.—A manufacturers' agent in Hongkong asks for specifications and prices of all types of radio equipment.

1010. Hardware.—British Company of manufacturers' representatives desire contact with Canadian manufacturers of hardware. Data and c.i.f. prices should be forwarded direct.

1011. Representation.—A Canadian in the United States desires to represent Canadian firms in the West Indies and South American countries. Would also act as export manager.

1012. Representation.—Former head of export company wishes to act as representative in New York for Canadian firms to handle American business and foreign exports through New York.

Trade Inquiries From Turkey

1013. Whisky.—Importer in Constantinople desires to represent an exporter of Canadian whisky.

1014. Canvas Shoes with Rubber Soles.—Firm of commission agents in Constantinople desire to receive catalogues and quotations c.i.f. Constantinople in connection with canvas shoes with rubber soles.

1015. Canvas Shoes with Rubber Soles.—Wholesaler in Constantinople wishes to buy canvas shoes with rubber soles.

1016. Galoshes and Snow Boots.—Agent in Constantinople desires connections with Canadian exporters of galoshes and snow boots.

1017. Galoshes and Snow Boots.—A Constantinople wholesaler wishes to buy outright galoshes and snow boots.

1018. Leather Belting.—British firm in Constantinople want to buy Canadian leather belting.

1019. Patent Leather.—Constantinople commission agent is interested in Canadian patent leather.

1020. Leather.—British firm in Constantinople desire offers of black box-calf, black glace kids, and black patent leather.

1021. Jute Bags.—Second-hand and new jute bags are wanted by a Smyrna firm.

1022. Jute Bags.—Jute bags, new and second-hand, are desired by agent in Smyrna.

1023. Jute Bags.—Jute bags, new and second-hand, according to sample on file at Department, are wanted by British firm in Constantinople.

1024. Industrial and Pharmaceutical Chemicals.—Firm in Constantinople desire to act as agents for Canadian exporters of industrial and pharmaceutical chemicals.

1025. Chemicals.—British firm in Smyrna desire to import chemicals.

1026. Cement.—Smyrna firm desire to import Canadian cement.

1027. Road-making Machinery.—Constantinople import and export house would like to get into touch with Canadian exporters of road-making machinery. Descriptive catalogues are required.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To Antwerp.—Pennland, Red Star, Dec. 8.

To Liverpool.—Nova Scotia, Furness, Withy, Dec. 24; Cedric, Dec. 9; Baltic, Dec. 16; Doric, Dec. 30; Megantic, Jan. 6; Arabic, Jan. 13—all White Star Line; Manchester Citizen, Dec. 17; Manchester Hero, Dec. 31; Manchester Brigade, Jan. 14—all Manchester Line.

To London.—Mississippi, Dec. 16; Minnewaska, Dec. 23; Missouri, Dec. 30—all White Star Line; Tuscania, Dec. 9; Aurania, Jan. 6; Concordia, Jan. 13—all Cunard Line; Cairngowan, Thomson Line, Dec. 14.

To Manchester.—Manchester Division, Dec. 13; Manchester Citizen, Dec. 17; Manchester Producer, Dec. 27; Manchester Hero, Dec. 31; Manchester Regiment, Jan. 9; Manchester Brigade, Jan. 14—all Manchester Line.

To Glasgow.—Athenia, Dec. 14; Airthria, Jan. 5; Kastalia, Jan. 18—all Anchor-Donaldson.

To Gothenburg.—Gripsholm, Swedish-American Line, Dec. 9 and Jan. 6.

To Bremen.—Berlin, Furness, Withy, Dec. 8.

To St. John's, Nfld.—Nova Scotia, Furness, Withy, Dec. 24; Silvia, Dec. 17, 31, and Jan. 14; Rosalind, Dec. 24 and Jan. 7—both Furness-Red Cross Line; Farnorth (also calls at North Sydney), Farquhar SS., Dec. 20, Jan. 3 and 17.

To St. Pierre-Miquelon.—Fernfield, Dec. 10, 24, and Jan. 7; Farnorth, Dec. 20, Jan. 3 and 17; Sambro, Dec. 22 and Jan. 9—all Farquhar SS.

To South American Ports.—Canadian Pathfinder, Canadian National, Dec. 20.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Dec. 13; Lady Nelson, Dec. 27; Lady Hawkins, Jan. 10—all Canadian National; Peter Maersk, Dec. 15; Agnete Maersk, Dec. 31; a steamer, Jan. 16—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cavelier (does not call at Bermuda or Nassau), Dec. 14 and Jan. 11; Lady Somers, Dec. 21 and Jan. 18; Cathcart (does not call at Bermuda or Nassau), Dec. 28; Lady Rodney, Jan. 4.—all Canadian National.

To Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Chomedy, Dec. 19; Colborne (also calls at St. Vincent, Grenada and Tobago), Jan. 2; Champlain, Jan. 16—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar (also calls at Montego Bay and other Jamaica outports), Dec. 11 and Jan. 8; Caledonia, Dec. 25—both Pickford & Black.

To Australian Ports.—A steamer, New Zealand Shipping Co., Dec. 15; Canadian Britisher, Dec. 31; Canadian Cruiser, Jan. 15—both Canadian National.

To New Zealand Ports.—Canadian Challenger, Canadian National, Dec. 24 (also calls at Bluff).

From St. John

To Avonmouth, Cardiff and Swansea.—Vardulia, Dec. 21; Salacia, Jan. 18—both Anchor-Donaldson.

To Belfast and Dublin.—Lord Antrim, Dec. 20 (cargo accepted for Londonderry and Cork); Carrigan Head, Jan. 15—both Head Line.

To Glasgow.—Athenia, Dec. 13; Airthria, Jan. 4; Kastalia, Jan. 17—all Anchor-Donaldson.

To Hull.—Cairngowan, Thomson Line, Dec. 13.

To Liverpool.—Duchess of Richmond, Dec. 14 and Jan. 10; Duchess of York, Dec. 18; Beaverburn, Dec. 27; Montrose, Jan. 3; Duchess of York, Jan. 17—all Canadian Pacific.

To London.—Beaverdale, Dec. 13 and Jan. 17; Beaverhill, Dec. 20; Metagama, Dec. 27; Beaverbrae, Jan. 3; Beaverford, Jan. 10—all Canadian Pacific; Cairngowan, Thomson Line, Dec. 13.

To Manchester.—Manchester Division, Dec. 12; Manchester Producer, Dec. 26; Manchester Regiment, Jan. 8—all Manchester Line.

To Southampton.—Montcalm, Canadian Pacific, Dec. 12.

To Antwerp.—Montcalm, Dec. 12; Beaverhill, Dec. 20; Metagama, Dec. 27; Beaverford, Jan. 10—all Canadian Pacific; Laval County, Dec. 24; Kings County, Jan. 4; Grey County, Jan. 18—all County Line.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, Dec. 20.

To Hamburg.—Beaverdale, Dec. 13 and Jan. 17; Beaverbrae, Jan. 3—both Canadian Pacific; Kent County, Dec. 30; Labelle County, Jan. 7—both County Line.

To South France and Italian Ports.—Valfiorita, Jan. 5; a steamer, Jan. 15—both Lloyd-Mediterraneo Italian Service.

To Havre.—Brant County, Dec. 14; Kings County, Jan. 4; Grey County, Jan. 18—all County Line.

To Rotterdam.—Brant County, Dec. 14; York County, Dec. 30; Hada County, Jan. 11—all County Line.

To South African Ports.—Fantee, Dec. 12; Wirral (also calls at West Africa), Dec. 27—both Elder Dempster.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat. Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Dec. 19; Lady Hawkins, Jan. 2; Lady Drake, Jan. 16—all Canadian National; Peter Maersk, Dec. 9; Agnete Maersk, Dec. 23; a steamer, Jan. 6—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To St. John's, Nfld.—Kyvig, Newfoundland-Canada SS., Dec. 9.

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Russia, Dec. 21; Empress of Asia, Jan. 11—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Ixion, Dec. 10; Tyndareus, Jan. 7—both Blue Funnel.

To Yokohama, Kobe, Osaka and Dairen.—London Maru, Osaka Shosen Kaisha, Dec. 24.

To Yokohama, Kobe, Osaka, Moji, Dairen and Shanghai.—Arizona Maru (does not call at Dairen or Shanghai), Dec. 22; Africa Maru, Jan. 2—both Osaka Shosen Kaisha.

To Auckland, Wellington and Dunedin.—Golden Cloud, Oceanic and Oriental Navigation Co., Dec. 18.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Dec. 11; Niagara, Jan. 8—both Canadian-Australasian Line.

To Hobart, Beauty Point, Melbourne, Adelaide and Sydney.—Waikawa, Canadian-Australasian Line, Dec. 18.

To Auckland, Wellington Bluff, Melbourne and Sydney.—Waitemata, Canadian-Australasian Line, Dec. 24.

To Auckland, Wellington, Melbourne, Adelaide and Sydney.—Nauraki, Canadian-Australasian Line, Jan. 12.

To Napier, Lyttelton, Dunedin and New Plymouth.—Waihemo, Canadian-Australasian Line, Jan. 4.

To Melbourne and Sydney.—Indien, Canadian-Australasian Line, Dec. 10.

To Sydney.—Orient City, Australian-B.C. Shipping Co., Dec. 20.

To Brisbane, Sydney, Melbourne and Adelaide.—Mirra Booka, December; Roxen, January—both Transatlantic SS.

To Liverpool, Southampton, London and Rotterdam.—Nictheroy, Dec. 17; Loch Goil, Jan. 2; Drechtdyk, Jan. 15—all North Pacific Coast Line.

To London, Rotterdam and Hamburg.—Narenta, North Pacific Coast Line, Dec. 16.

To Hamburg, Bremen, Rotterdam and Antwerp.—Kinderdyk, North Pacific Coast Line, Dec. 30.

To Manchester.—Prince Rupert City, Reardon Smith Line, Dec. 14.

To Havre, Dunkirk, Antwerp and Bordeaux.—Notre-Dame de Fourvière, French Line, Dec. 19.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Rialto, Dec. 13; Fella, Jan. 10—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fe.—A steamer, Westfal-Larsen, Jan. 4.

To West Indian Ports.—Lycia, Canadian Transport Co., Dec. 12.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*

Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Calle Coca 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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DEC. 16. 1929
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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service : C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each): $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, December 14, 1929 No. 1350

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MR. WILDE TO VISIT THE CENTRAL AMERICAN REPUBLICS

Mr. C. Noël Wilde, Trade Commissioner in Mexico City, will be visiting the Republics of Central America during the months of February and March, 1930.

In the course of his trip he will call upon importers in the Republics of Guatemala, El Salvador, Spanish Honduras, Costa Rica, and possibly the Crown Colony of British Honduras.

Canadian exporters who desire special information in regard to these countries, or to secure representation by means of agents or otherwise, should communicate with Mr. Wilde forthwith. Their specific requirements should be given in detail; and in cases where they wish to export goods, at least a dozen copies of catalogues and price lists should be provided. In this connection, exporters should refer to the article appearing in this issue entitled "What the Canadian Exporter Can Do for the Trade Commissioner".

Reference should also be made to the booklet entitled "Markets of Central America", published by the Department of Trade and Commerce, Ottawa.

All communications in regard to Central America should reach the Trade Commissioner prior to January 15, 1930, and should be addressed to him at Apartado Postal (P.O.B.), No. 126-Bis, Mexico City, D.F., Mexico.

FOREIGN TRADE OF MEXICO, 1928

C. Noël Wilde, Canadian Trade Commissioner

[Note.—In the following report all values are given in Mexican currency, the par value of the peso being 49·85 cents Canadian currency. Where weights are given in tons, metric tons of 2,204·6 pounds are referred to.]

I

General

Mexico City, November 30, 1929.—A report on the foreign trade of Mexico for the year 1924 appeared in *Commercial Intelligence Journal* Nos. 1120 to 1135 (July 18 to October 31, 1925); details for the year 1925 were published in Nos. 1172 to 1180 (July 17 to September 11, 1926); and a brief summary of the foreign trade for 1926 appeared in No. 1234, dated September 24, 1927.

No detailed statistics of imports and exports have been published by the Mexican Government subsequent to those for the year 1926, but they have recently been compiled up to the end of 1928. While the information is not yet in the hands of the public, the records have been made available to the Trade Commissioner in Mexico City by the Director of the Statistical Department of the Mexican Government, to whom due acknowledgments are made for his courtesy.

In general, the imports for the year 1928 show an increase of 3½ per cent over those of 1927, but a decrease of some 8 per cent as compared with the record year of 1925. The exports show a decrease of 6·5 per cent as compared with 1927, thus continuing the tendency which began in 1926, and which is accounted for principally by the reduced exports of petroleum and its products.

The following figures give the value of both imports and exports for the years shown; figures for 1910-11 are included for the purposes of comparison, this being the last complete year before the revolution:—

	Imports	Exports
1910-11	$205,874,273	$293,753,639
1924	321,317,648	614,712,515
1925	390,996,172	682,169,832
1926	381,263,040	691,753,935
1927	346,387,272	633,658,850
1928	358,762,358	592,444,048

The above figures appear to indicate a uniformly "favourable" balance of trade. It must be borne in mind, however, that the bulk of the exports consist of mineral products (more especially oil); the companies engaged in the production of these are practically all owned by foreign stockholders, and the revenue derived from their sale does not return to the country in the form of imports. Many attempts have been made by experts to ascertain the true balance of trade, but the data available are insufficient to enable any definite conclusion to be reached. The general opinion, however, appears to be that if the true situation could be ascertained, the apparent "favourable" balance would be substantially decreased, if indeed it did not disappear.

With regard to the countries of origin, it is well known that the greater proportion of the imports of Mexico comes from the United States. The actual position of the principal countries is shown by the following figures:—

	1910-11	1924	1928
	In Thousands of Pesos		
United States	113,147	233,195	242,612
Great Britain	23,969	22,525	26,285
Germany	25,562	23,203	32,623
France	18,673	16,057	17,668
Spain	5,679	7,477	6,654
All other countries	18,844	18,861	32,920
	205,874	321,318	358,762

Expressed in the form of percentages, these figures give the following result:—

	1910-11 Per Cent	1924 Per Cent	1928 Per Cent
United States	55	73	67
Great Britain	12	7	8
Germany	12	7	9
France	9	5	5
Spain	3	2	2
All other countries	9	6	9
	100	100	100

The above two tables, taken in conjunction, indicate that while the United States continues to increase her trade, her proportion of the total is gradually declining.

Great Britain maintains the volume of her exports to Mexico (contrary to the general impression), but is not increasing at the same proportional rate as her competitors; on the other hand, Germany is advancing both proportionately and in volume. The increase in the imports from " all other countries " indicates a tendency to buy direct from countries of origin rather than through intermediaries in New York and London, which form centres of the entrepôt trade.

In this connection it may be said that it is extremely difficult to ascertain the total of the exports from Canada to Mexico, as the bulk of them are credited to the United States in both the Canadian and Mexican statistics; this is due to the fact that exports from Eastern Canada are frequently sent through New York, or overland through Laredo, and from the Pacific Coast via Seattle or San Francisco, or by the all-rail route through the United States.

A further point which is worthy of attention when analyzing the import trade of Mexico is the amount of traffic which enters through the various ports. It is known that certain ports which formerly did a large volume of trade are now losing their importance, and the tendency of others is to increase proportionately. A summary of the situation is given below, the figures representing the value of merchandise arriving through the principal ports for the years shown:—

	1910-11	1924	1928
	In Thousands of Pesos		
(A) Northern Frontier (Rail)—			
Ciudad Juárez (El Paso)	12,710	13,630	21,910
Nuevo Laredo (Laredo)	27,379	70,000	78,712
Nogales	3,749	13,877	12,464
Auga Prieta	1,189	3,813	3,433
All others	14,927	22,313	27,265
Total	59,954	123,633	143,784
	In Thousands of Pesos		
(B) Atlantic Coast—			
Veracruz	77,078	72,707	107,345
Tampico	44,165	74,615	64,240
Progreso	7,800	9,177	11,033
Puerto Mexico	2,578	3,106	7,224
All others	2,512	2,704	2,174
Total	134,133	162,309	172,016
	In Thousands of Pesos		
(C) Pacific Coast—			
Mazatlán	3,281	5,062	5,479
Manzanillo	1,516	3,390	3,303
Guaymas	2,992	1,325	1,665
Santa Rosalia	1,631	2,378	1,813
Topolobampo	128	662	1,075
Acapulco	705	246	330
All others	1,413	2,885	2,169
Total	11,666	15,948	15,834

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(D) Sundry—	In Thousands of Pesos		
Mexico, D.F.	....	19,325	26,904
Southern Frontier	121	53	63
All others	....	104	161
Total	121	19,482	27,128
(E) Summary—	In Thousands of Pesos		
Northern Frontier	59,954	123,633	143,784
Atlantic Coast	134,133	162,309	172,016
Pacific Coast	11,666	15,948	15,834
Mexico, D.F.	....	19,325	26,904
Southern Frontier	121	53	63
Sundry	....	104	161
Grand total	205,874	321,372	358,762

The above figures clearly reveal a fact that is little understood in connection with Mexican trade. They show, in the first place, that 40 per cent of the total imports into the country arrive by rail from the United States (i.e. the northern frontier, and of this 40 per cent (see table A) considerably more than one-half enters through Laredo. A further 48 per cent of the total enters through the ports of the Atlantic Coast, and of this 48 per cent, Veracruz and Tampico alone account for nine-tenths. Only 7½ per cent of the total imports arrive by West Coast ports.

Thus the most important points of entry are Laredo, Ciudad Juárez, Veracruz, and Tampico, and these combined receive 70 per cent of the trade.

The following table expresses the above facts in the form of percentages:—

	1924 Per Cent	1928 Per Cent
Northern Frontier—		
Laredo	21.8	22.0
Ciudad Juárez	4.2	6.0
Others	12.1	12.2
Atlantic Ports—		
Veracruz	22.7	30.0
Tampico	23.2	12.3
Progreso	2.9	3.1
Others	1.8	2.6
Pacific Coast—		
Mazatlán	1.6	1.5
Manzanillo	1.0	0.9
Others	2.0	1.9
Mexico, D.F.	6.0	7.5
Sundry	0.7	0.0
	100.0	100.0

In order that a comparison may be made with Canadian ports, it may be said that the value of imports through Veracruz are approximately one-quarter of those through Montreal, or three-quarters of those through Vancouver. Similarly, the imports through Laredo (the most important railway port of entry on the international border) are slightly lower than those through Windsor, Ont.

An analysis of the imports according to main groups gives the following results:—

	1910-11	1924	1928
	In Thousands of Pesos		
Animal materials	17,434	35,159	40,078
Vegetable materials	38,600	44,636	43,938
Mineral materials	52,031	72,263	76,468
Textiles	24,640	44,138	44,150
Drugs and chemicals	12,990	21,981	25,353
Beverages	6,813	4,522	3,867
Paper	5,609	9,676	11,064
Machinery	25,811	39,940	52,413
Vehicles	9,095	24,261	34,420
Arms and explosives	3,213	3,992	5,097
Sundry	9,638	20,804	21,914
	205,874	321,372	358,762

The detailed statistics are, however, arranged according to the classification of the Brussels Convention, which was adopted by Mexico at the end of the year 1924. On the basis of this classification, the figures are as follows:—

	1924	1927	1928
	In Thousands of Pesos		
Live animals	2,871	1,746	1,782
Food and drink	50,729	48,946	50,844
Raw or semi-manufactured material	42,423	54,500	40,681
Manufactured products	223,697	226,926	256,375
Gold, silver and bullion	1,652	14,269	9,080
	321,372	346,387	358,762

Similarly, the exports of Mexico for the corresponding years are classified as follows:—

	1924	1927	1928
	In Thousands of Pesos		
Live animals	701	5,806	7,650
Food and drink	41,033	79,243	87,759
Raw materials	447,587	455,692	403,537
Manufactured products	3,189	4,706	2,693
Gold, silver and bullion	122,203	85,410	88,390
	614,713	630,857	590,029
Re-exports	....	2,801	2,415
	614,713	633,658	592,444

The remaining chapters of this report will be devoted to an analysis of the above figures, giving details of any changes which have occurred during the past few years, and the reasons for such changes in cases where they are ascertainable. Where Canada is in a position to compete, additional brief details will be provided indicating the lines on which the business is usually done, and the means which should be adopted in order to make competition effective.

II

Imports of Live Animals

The value of the imports of live animals into Mexico were as follows for the years shown:—

	1925	1927	1928
Horses	$ 374,705	$ 163,267	$ 214,321
Cattle	3,965,965	982,472	843,210
Sheep	10,837	20,998	40,010
Goats	72,770	4,383	12,556
Swine	189,033	135,948	192,277
Asses	24,540	313,779	270,141
Mules	695,508	6,313	3,760
Sundry	222,770	118,872	206,075
Total	$5,556,149	$1,746,032	$1,782,350

A better idea of the imports, however, is obtainable from the numbers of animals which entered the country, and these were as follows:—

	1925	1927	1928
Horses	6,925	7,828	6,730
Cattle	91,711	9,074	7,609
Sheep	332	868	1,339
Goats	19,537	198	758
Swine	....	4,083	5,192
Asses	371	363	183
Mules	10,136	4,523	4,038

With regard to horses, these are largely for army purposes, and come almost exclusively from the United States; the only exceptions are imports by private persons from Germany, France, Arabia, and British Honduras; but these are negligible. There are probably a million horses in Mexico; but their use is rapidly being abandoned for haulage purposes; it is a rarity to see one employed for this purpose in the capital, or in many of the larger cities.

With regard to cattle, these are used for both dairy and beef purposes. The Holstein appears to be preferred for the former, but Jerseys are also popular for the high-class trade. The Durham Shorthorn is also imported as a "dual-purpose" animal, and the market for these is worthy of investigation by Canadian exporters. The decrease in the value of the imports during recent years will be seen by the figures given above, the corresponding number of head being as follows: 1923, 52,722; 1924, 53,443; 1925, 91,379; 1926, 33,011; 1927, 9,074; 1928, 7,609.

This reduction is attributable to the restocking of the ranges from 1920 onwards, which had been depleted during the revolutionary activities of the preceding ten years. As an instance of the decrease due to these causes, it appears that in 1910 there were upwards of 15,000,000 cattle in the country. In 1923 (at the end of the revolutionary period) this had decreased to fewer than 2,000,000. In 1926 a Government census placed the number at about 5,000,000. Restocking was largely completed in that year, and subsequent imports represent a normal trade. There are opportunities for Canada in the export of Durham Shorthorns to Mexico, and possibly of other breeds. The best method of effecting this would be through the medium of the annual cattle shows in Mexico City; these are visited by all the largest buyers, who purchase by auction and are frequently willing to pay high prices for first-class animals.

Registered dairy cattle are admitted free of duty, as also are cattle for breeding purposes with the exception of dairy cows; the latter, if unregistered or of non-pedigree stock, are dutiable at the rate of 100 pesos per head. Ordinary cattle are dutiable at from 2 to 5 pesos per head, according to age. The object of these different duties is to encourage the introduction of high-class animals in order to improve local stock by cross-breeding.

The imports of sheep and goats are of little importance. Swine come almost exclusively from the United States, although a few are imported from Guatemala and British Honduras. The quality of the local product is inferior, but efforts are being made to improve it by the introduction of high-class breeding stock (about 10 per cent of the imports are said to be for this purpose). It is estimated that there are about 3,000,000 swine in the country.

Asses and mules form one of the principal means of transportation throughout Mexico, the former especially being a daily sight in all parts of the country; as a rule, the natural increase is sufficient for all requirements, and the imports merely represent a few entries from the United States.

Other imports included under the heading of live animals consist of poultry (82,998 birds in 1928), fighting cocks, dogs, and canaries. Of these, there are good opportunities for Canada in the first-named, several consignments of White Leghorns having been received in Mexico from British Columbia during the past year.

III

Imports of Food and Drink

The most important items under this heading are as follows:—

	1925	1927	1928
Lard	$16,876,742	$13,119,660	$15,464,680
Maize	5,379,333	2,228,502	879,315
Wheat	5,261,008	4,398,792	4,910,539
Wines, spirits, etc.	4,158,088	3,754,519	4,039,001
Canned goods	4,571,084	3,693,707	3,741,216
Vegetable oils	4,052,335	3,179,474	3,728,806
Flour	3,621,827	1,724,215	1,176,824
Eggs	2,224,015	1,955,429	1,747,254
Fruits, fresh and dried	1,987,204	2,153,924	2,613,442
Milk, condensed, etc.	1,210,534	1,368,534	1,150,688
Cocoa	758,312	1,099,858	1,066,629
Cheese	1,101,604	838,524	915,005
Malt	1,107,711	759,020	1,261,118
Lard compounds	1,142,275	939,678	778,686
Butter	1,036,126	859,560	811,811
Cinnamon	646,839	1,096,057	1,127,569
Vegetables	1,911,127	743,595	375,887
Fish, smoked, etc.	436,734	372,837	373,843
Coffee	451,034	202,181	125,622
Salt	383,949	363,622	289,850
Fresh meats and fish	102,005	114,131	166,773
Sundry	5,133,950	3,979,858	4,079,490
	$63,553,836	$49,945,675	$50,854,048

It will be observed that the greater part of the decrease in 1928 as compared with 1925 is accounted for by reduced imports of maize. There are, however, substantial decreases in lard, wheat, canned goods, vegetable oils, flour, eggs, lard compounds, butter, vegetables, and coffee; on the other hand, increases have taken place in the imports of fruits, cocoa, malt, and cinnamon. The following statement gives further details in regard to the commodities listed above:—

Lard (1925, $16,876,742; 1928, $15,464,680).—This product has always formed one of the staples of the masses of the population. It is in universal demand for cooking purposes, and it may be said that it is used in greater or less quantities for every meal throughout the year. Efforts have been made to decrease the imports and increase local production by means of increases in the customs duties, and these met with a moderate measure of success when first introduced. Local supplies, however, are quite insufficient to meet the demand, and the imports are now equal in volume to that of former years. The following gives the imports in tons for the years shown: 1924, 18,025; 1925, 23,528; 1926, 23,606; 1927, 21,917; 1928, 27,942.

The business is efficiently organized, and is in the hands of the United States almost exclusively (in 1928, only 40 tons arrived from other countries). The imports are handled by a few firms, who receive telegraphic advices of any change in prices and particulars of available supplies; this information is transferred immediately to buyers, who place orders and receive shipments within a few days. Under these circumstances Canada has found it difficult to compete in the past, more especially as Canadian prices usually run about half a cent per pound higher than quotations from the United States. The market, however, is sufficiently important to be worthy of attention by exporters who are able to organize on the same lines as their competitors.

Maize (1925, $5,379,333; 1928, $879,315).—The variation in the figures reflects the condition of the Mexican harvests. Maize (in the form of tortillas, or cornmeal cakes) is the staple food of all classes of the population, and when there is a short crop, imports immediately arrive from the United States. The imports for the past four years were as follows (in tons): 1924, 19,033; 1925, 66,432; 1926, 109,300; 1927, 28,423; 1928, 9,900.

It is anticipated that imports during the next twelve months will show a substantial increase, the present crop having been severely damaged by frost in the more elevated parts of the country. The imports of maize have also a definite bearing upon the purchasing capacity of the country, as in years of short harvests prices are high, and there are therefore less surplus funds to devote to the buying of other commodities.

Wheat (1925, $5,261,008; 1928, $4,910,539).—The variation in imports in the case of wheat also reflects the condition of local harvests. The principal sources of supply are the United States and Canada, the latter having entered the market on a substantial scale within the past six years. It is recognized that Canadian wheat is of the highest quality, and it is frequently used by domestic millers for the purpose of mixing with other wheat, even when crop conditions do not make imports compulsory. The following statement shows the variation in receipts from foreign sources for the years given (in tons): 1924, 51,000; 1925, 43,758; 1926, 84,794; 1927, 37,706; 1928, 47,436. It is probable that imports will increase during the next twelve months on account of the same influences that have operated in the case of maize.

Wines, Spirits, etc. (1925, $4,158,088; 1928, $4,039,001).—It will be observed that imports show little variation during the past few years. The principal source of supply for wines is France; but Spain provides a large quantity of light red and white wines of fair quality, which are usually imported in bulk and bottled locally. There is very little demand for beers, the native product (of the lager type) being of a high grade and quite satisfactory to the consumer; such beers as are imported come from Great Britain and Germany, although Czechoslovakia has also recently entered the market on a small scale; the value of the total imports, however, does not exceed $16,000 a year. Scotch whiskies of all brands are consumed by the foreign population, and to a very small extent by the natives—the latter, however, usually prefer local substitutes. Canada also does a fair trade in whiskies, one particular brand being well known.

Canned Goods (1925, $4,571,084; 1928, $3,741,216).—No details are given in the statistics which would enable a satisfactory analysis of this item to be made. It refers specifically to meats and fish, and a large part of it covers salmon, sardines, and similar products. Canada has during the past few years done an increasing trade in these, as will be seen by the following figures: 1925, $49,574; 1926, $119,994; 1927, $200,514; 1928, $227,340. It is probable that imports will decrease in the near future. This is due to the fact that two firms operating on the Pacific Coast of Mexico have recently started to pack a substitute for salmon, which has been able to undersell the British Columbia salmon, and has secured a large share of the demand. Until this situation rights itself, there appears little opportunity for foreign packers to maintain their trade, more especially in view of the difference in prices ($18 per case for the local product as compared with a minimum of $21.50 for the cheapest grade of Canadian salmon). Other canned meats and fish are of little importance to the Canadian exporter, although it may be said that all kinds are imported, principally from the United States, France, and Spain.

Vegetable Oils (1925, $4,052,335; 1928, $3,728,806).—About a third of the imports represent vegetable oils, which are received from the United States in tank cars; about a quarter consists of similar oils imported in barrels, and a quarter consists of olive oil. The last-named comes principally from Spain. The item is of no interest to Canadian exporters, who are not in a position to compete.

Flour (1925, $3,621,827; 1928, $1,176,824).—The decrease since 1925 is due to the increase of customs duties, which were raised in 1924 with the direct

object of giving encouragement to the domestic milling industry. At the same time, the tariff on wheat was reduced, and these two factors in combination have led to a severe contraction in foreign imports. A further influence tending in the same direction is a recent increase in the prices of foreign flour, owing apparently to short crops of wheat on the North American continent. With regard to Canadian trade, this was formerly of substantial proportions, and one milling company is said still to have a fair demand for its product on the Gulf Coast. Others, however, who have recently made efforts to enter the market, have found the difference in domestic and foreign prices too great to overcome. The imports of flour during the past few years have been as follows (in tons): 1924, 29,545; 1925, 18,512; 1926, 20,308; 1927, 9,476; 1928, 7,288. The tendency towards decreased imports, which began in 1925, was accentuated in 1927 and 1928; it still continues, and appears likely to be permanent.

Eggs (1925, $2,224,015; 1928, $1,747,254).—As will be seen by the figures, this item has also a tendency to decrease. The detailed figures of volume are as follows (in tons): 1924, 4,452; 1925, 3,516; 1926, 3,140; 1927, 3,408; 1928, 2,655. The explanation of the reduced imports appears to lie in increased local production, as it is known that serious efforts have been made by the Government to improve native strains of poultry by the introduction of high-class birds from foreign countries. Most of the imported eggs come from the Southern United States, and the business is largely a monopoly of a few firms in Mexico who make a specialty of the business. Eggs are graded according to quality in a manner similar to that adopted in Canada; but recent investigation indicates that the prices paid are too low for the Dominion to compete. Present quotations vary from $6.50 to $8 per case of thirty dozen c.i.f. Laredo (Texas).

Fruit, Fresh and Dried (1925, $1,987,204; 1928, $2,613,442).—An analysis of these figures shows the following result:—

	1925	1928
Almonds	$ 421,087	$ 382,529
Fresh fruits	480,239	1,196,608
Dried fruits	1,085,274	1,034,189
Sundry	604	116
	$1,987,204	$2,613,442

These figures make it obvious that the great increase in imports is due exclusively to the item of fresh fruits. This has shown the extraordinary increase of 150 per cent in the short space of three years, and is attributable to the increased demand for such fruits from the United States. In view of the fact that the climate of Mexico is ideally suited to the growth of grapes, oranges, lemons, peaches, pineapples, and other sub-tropical fruits, it is difficult to see any reason for large importations, especially as the total consumption does not appear to have increased. A reasonable explanation may be found in the division of large estates under the "Agrarian Policy", which is said (temporarily at least) to have rendered a number of large estates unproductive during the period of reconstruction. With regard to the possibilities of the export of Canadian fruits to Mexico, there appear to be favourable opportunities for apples from British Columbia; the growers in that province have hitherto, however, shown no disposition to enter the field. Apples are always imported in boxes—there is no demand whatever for barrelled apples—and the favourite brands are the Jonathan, the King, the Ben Davis, the Winesap, and the Winter Banana.

Milk, Condensed, etc. (1925, $1,210,534; 1928, $1,150,688).—The greater part of the imports come from the United States and Great Britain. One well-known brand of "Swiss Milk" appears to enjoy the bulk of the trade, owing

to its effective advertising and the energy with which sales are pushed. The local preference is for a sweetened condensed milk; evaporated milks and creams, with the natural flavour, do not appear to be popular, and there is only a limited demand for powdered milks. Fresh milk is imported in negligible quantities, and then only to towns near the international border.

Cocoa (1925, $758,312; 1928, $1,066,629).—This item is of no interest to Canadian exporters. The imports are for the purpose of manufacturing chocolates and confectionery; the increase in value during the past few years is partly due to an increase in the duties on confectionery, which has led to a greater local production and a consequent necessity for larger imports of raw materials. Cocoa is little used as a beverage, although the bean is indigenous to Mexico.

Cheese (1925, $1,101,604; 1928, $915,005).—Mexico is a large consumer of cheese, and there is a substantial local production; this is mostly of the type of the English " cream cheese ", and is quite palatable, though somewhat lacking in flavour. Of foreign cheeses, by far the most popular type comes from Holland—in fact, " Dutch " cheeses account for more than 50 per cent of the imports. About a quarter come from the United States, which exports Kraft, Cheddar, and Cheshire, together with American Gruyère, Camembert, and others. France, Italy, and Switzerland also have a small portion of the high-class trade, but their product is expensive and therefore enjoys only a limited demand. Very little English cheese is obtainable, and it would appear that this is imported only for special purposes, such as for use in clubs and privately. One brand of Canadian cheese, produced in the province of Quebec, is sold in small quantities, but it is imported through foreign sources, and therefore does not appear in the statistics as originating in Canada. There is, however, a good opportunity for exporters of this product, as Canadian cheeses of the Cheshire type are recognized as having a flavour superior to competing articles. Prices for cheese of this type are at present about 24 cents per pound f.o.b. Veracruz.

Malt (1925, $1,107,711; 1928, $1,261,118).—The imports are exclusively used in the manufacture of beers. There are some thirty breweries in Mexico, of which eight operate on a substantial scale; the annual output is valued at about $26,000,000 (say $13,000,000 Canadian currency). There is a local industry devoted to the manufacture of malt, but this is insufficient to supply the demand, which is principally made up by imports from the United States; Czechoslovakia also exports to Mexico in small quantities. It would appear that there are opportunities for Canadian malt, but no effort has been made by exporters from the Dominion to enter the market.

Lard Compounds (1925, $1,142,275; 1928, $778,686).—The item represents the imports of vegetable cooking fats, which come from the United States; and oleostearine, the trade in which is divided between the United States and Norway. The consumption of the former is confined largely to the foreign population, the native preferring ordinary lard for culinary purposes. The item is of no interest to Canadian exporters, as they are not in a position to compete in the matter of price.

Butter (1925, $1,036,126; 1928, $811,811).—Mexico produces an excellent quality of butter; but domestic supplies are quite insufficient to meet the demand, which is supplemented by imports from the United States. The tendency of recent years, however, has been for these imports to decrease, and this fact is attributed to the restocking of the country with cattle subsequent to the revolution, and the improvement in the dairy herds. The volume of imports was as follows during the years shown: 1910, 355 tons; 1924, 544; 1925, 601; 1926, 624; 1927, 478; 1928, 460 tons.

Butter for use in the central plateau and the more elevated sections of the country is imported in ordinary 1-pound cartons, with four pieces to the carton. In the "hot country" (i.e. on the seacoast and the lower levels) canned butter is required, and this comes from Denmark, Great Britain, and Holland. There would appear to be opportunities for Canada in the latter product; it does not appear to be practicable, however, to ship fresh butter from the Dominion owing to the lack of direct refrigeration service by either rail or steamer.

Cinnamon (1925, $646,839; 1928, $1,127,569).—Mexico is said to have the largest per capita consumption of cinnamon in the world. The bulk of the imports come from Ceylon and India, although the United States and Great Britain supply appreciable quantities. The item is of no interest to exporters in Canada.

Vegetables (1925, $1,911,127; 1928, $375,887).—The item is made up as follows:—

	1925	1928
Fresh vegetables	$ 884.313	$239,289
Beans, dried	663,439	88,245
Potatoes	363.375	48,353
	$1,911,127	$375,887

It will be observed that there is a great decrease in all items. Vegetables come almost exclusively from the United States, although Guatemala (on account of its geographical proximity) shares in the trade. The imports of beans (principally the Mexican *frijol*) reflect the condition of local harvests. With regard to potatoes, these are not one of the staple foods of the country to the same extent as in Canada; they are, however, grown on a fairly substantial scale, and local supplies are usually sufficient to meet the demand. The only exception is in the case of short crops, and during one or two months of the year when they are imported from the Southern United States. Investigation has shown that Canada is not in a position to compete, as the wholesale price in Mexico City (9 centavos per kg., or 2 cents per pound) does not exceed the cost of delivery (including duty) from the Dominion. There is, however, an opportunity for seed potatoes, of which some 600 tons are imported annually.

Fish, Smoked, etc. (1925, $436,734; 1928, $393,843).—The item includes all meats and fish which are dried, salted, smoked, or salt-pressed. No details are given in the statistics which would enable an analysis of the classification to be made; but it includes such commodities as salt cod, dried beef, sausages, etc. The only item of interest to Canadian exporters is that of dried cod; this is imported from both the Pacific Coast of the United States and from Norway; the price of the former is about 14 cents per pound f.o.b. San Francisco, and of the latter about 12 cents per pound f.o.b. Mexican ports.

Coffee (1925, $451,034; 1928, $125,622).—This item represents principally prepared coffee from the United States. Mexico grows a very fine grade of coffee in the "hot country", which forms an important item of export, so that there is no necessity for the import of raw coffee. It is possible that Canadian exporters could compete in prepared coffees, though no effort appears to have been made to do so up to the present time.

Salt (1925, $383,949; 1928, $289,850).—The item includes rock salt (ground or in blocks) and table salt. The tendency of the imports of the former is to decrease, while the latter remains practically stationary. There is an opportunity for Canada in the introduction of a really first-class table salt, as a number of the foreign brands on the market at present are said to be of a somewhat inferior quality.

Fresh Meats and Fish (1925, $102,005; 1928, $166,773).—The item includes a number of meat and fish products which are imported from the United States, usually in refrigerator cars. On account of distance, it does not appear possible for Canada to compete.

Sundry.—Of the commodities included under this heading, the following may be mentioned as being of possible interest to Canadian exporters:—

Barley.—This is imported for malting purposes, and Canada may be able to enter the market whenever prices are competitive. At present, however, reports indicate that there is a shortage of supplies, and it is probable that quotations would be too high.

Chocolates and Confectionery.—The introduction of new brands of chocolates would present difficulties on account of the high duties (37½ cents Canadian currency per pound); foreign chocolates are, however, on sale in all large cities, and it is possible that the high quality of the Canadian product would commend it to a limited number of consumers. The same remarks apply to confectionery, upon which the duties are the same as on chocolates.

Tea.—This is only consumed by the foreign colonies, but the imports total about $140,000 per annum, and the item is therefore worthy of attention. Many of the well-known brands of English tea are on sale such as Liptons, Melrose, and Blue Cross, and China teas also enjoy a fair demand. It has been found that Canada can compete in price, and the quality is acceptable to the local consumers; no attempt, however, has yet been made to introduce Canadian teas on a commercial scale.

Canned Fruits.—All varieties are in demand, more especially those from the United States; no effort has been made to introduce Canadian brands, but it is probable that these would meet with a ready sale if prices were competitive.

Biscuits.—This is a decreasing market, on account of the high tariff. Canadian biscuits have been introduced in the past, but some varieties were unable to withstand the climatic conditions and the experiment was not a success. It is stated by importers that there are only a few manufacturers in the world who are able to make biscuits which will stand the climate of Mexico for a period of months, and of these the best are in England; others say that it is necessary to use only pure butter in their manufacture, as all substitutes cause rancidity when exposed to tropical conditions. If this difficulty can be overcome, there should be a limited market for a high-class Canadian product.

Other imports under this heading are shellfish, honey, cereals, macaroni, sugar, corn syrup, spices, olives, potato flour, and vinegar.

VENEZUELAN MARKET FOR AGRICULTURAL IMPLEMENTS

Although agricultural methods in general have not yet reached an advanced stage in Venezuela, gradual development along modern lines is taking place in the market for agricultural implements, and imports amount to well over £50,000 annually. The principal crops grown are coffee, cacao, tobacco, sugar cane, beans, corn, and potatoes, and the largest market for implements is that furnished by the sugar cane industry. The cultivation of tobacco, cacao, beans, and potatoes is a factor in the sale of hand implements and light ploughs and cultivators, but coffee growing demands few implements except heavy hoes and machetes.

A few tractors have been sold in recent years, and another indication as to the use of modern implements has been seen in a rather limited demand for corn shellers, planters, sprayers, etc. The United States is the most important source of supply, but the United Kingdom does a fair amount of business, and Germany is the third supplying country.

BRITISH MARKET FOR MICA

G. B. Johnson, Canadian Trade Commissioner

Glasgow, November 15, 1929.—A report of a general nature on the mica situation appeared in *Commercial Intelligence Journal* No. 1329 (July 30, 1929), and one specially applicable to the British market was printed in No. 1291 (October 27, 1928).

In a recent interview, a Scottish house who are the second oldest firm in mica manufacturers in Great Britain with fifty years' experience in the trade, stated that they were very keen to do business with Canada, but that the Canadian product was too expensive in comparison with the Indian or Madagascar.

These large consumers had just placed an order for Madras rectangular spotted at 2s. 9d. (67 cents) per pound Dundee. A sample of a similar quality of Canadian mica in their office was priced at 2s. 7½d. (63 cents) per pound. On being asked why the order was given for the Indian article when the Canadian of as good quality was cheaper, a member of the firm replied by cutting from the Canadian sample the largest possible rectangle (2 inches x 4 inches). The waste from the trimming was about 40 per cent, whereas with the Madras product the waste was negligible.

This firm is so keen to obtain their mica in Canada that it might pay one of the old-established Canadian firms to get into direct touch with them with a view to the discussion of technical and price considerations, apart from the intermediary selling agents, who may have little technical knowledge of the product. It is not suggested that agents be passed by in future business, but that direct negotiations between the technical experts of the mica producers and the manufacturer who uses it to make into articles for the electrical industry would likely be fruitful of suggestions and remove obstacles to business. (The name of this Scottish manufacturer is on file at the Department of Trade and Commerce, Ottawa.)

Great care is necessary to see that mica is trimmed to be free from cracks and flaws. The man at the mines can be very careless, and thereby produce 100 per cent of small mica slab or plates, where with care it might have been possible to handle say 5 or 10 per cent of No. 1 grade, and the difference in price in spotted mica may be 6s. ($1.46) or over per pound.

Grading in this market is very important; the general run of the grades (in square inches) is: No. 5, 4 to 6; No. 4, 6 to 10; No. 3, 10 to 16; No. 2, 16 to 24; No. 1, 24 to 36; No. A1, 36 to 48; special, 48 to 60.

If grading is carefully attended to and the quality maintained, a market can usually be found here for grades Nos. 1, 2, and 3 at least, but the lower grades Nos. 4 and 5 are sometimes in great excess of the demand.

For new mica companies in Canada, or those not familiar with market requirements, one of the experts (a director) of the firm mentioned above would be prepared, for a fee and expenses, to go to the Dominion and advise as to the best arrangements, and probably be able to undertake the selling agency.

CHANGES IN CONSULAR LIST

The Department of External Affairs give notification of the following changes in the Consular List:—

Mr. P. Adams, of Campbellton, N.B., has been appointed United States Consul at Sarnia, Ont., replacing Mr. F. C. Slater; Mr. C. M. Ravndal, as Consul of the United States at Toronto; and Mr. C. W. Lewis, Jr., as Consul of the United States at Yarmouth, N.S.

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. Millin. Commercial Agent

Fish Industry of Australia

Sydney, November 14, 1929.—Renewed interest has recently been taken in the fish industry on account of the proceedings of the Fisheries Conference recently held at Sydney on the initiative of the Commonwealth Development and Migration Commission.

Evidence was produced that the annual consumption of fish in Australia per head of the population amounts to only 14 pounds, while the consumption in New Zealand and Canada was stated to be 25 pounds per head, and in Great Britain 40 pounds. To raise the per capita consumption to the New Zealand level it would be necessary to produce an additional 70,000 tons of fish per annum, or three times as much as at present. The total value of fish produced in Australia during 1928-29 was £1,423,000, and during the same year imports were valued at £1,695,000.

Tinned fish constitutes by far the largest proportion of the imports, most of it consisting of salmon from Canada, the United States, Norway, and the United Kingdom. Potted fish comes chiefly from the United Kingdom, while South Africa supplied the largest proportion of fresh fish, the bulk of the remainder coming from the United Kingdom and New Zealand.

To encourage the fish-preserving industry in Australia, a few years ago the Commonwealth Government provided a bounty of one halfpenny per pound for fish preserved as described for a period of ten years. The payment, which amounted to only £3,005 during that period, or at the rate of £300 per annum, failed to develop the industry, and the bounty was not renewed.

The quantity of fresh fish exported from Australia is trifling and consists chiefly of cured beche-de-mer, which is consigned to Egypt. Valuable work was done some years ago by the Commonwealth trawler *Endeavour*, an experimental vessel imported for the purpose of locating suitable trawling grounds, which was afterwards lost at sea with all hands. Later on the New South Wales State Government operated for some years with seven trawlers and discovered some very valuable trawling grounds, but as the venture was not a commercial success, resulting in a loss of £300,000 in five years, the vessels were sold and the industry closed down. The trawlers were bought by companies that have since operated very successfully, and at present there are eighteen trawlers using Sydney as a base. Gradually the grounds near Sydney, which have been intensively fished, show some signs of falling off, and the trawlers now have to proceed to greater distances.

Great areas of the ocean surrounding Australia have not yet been explored, and experts state that valuable grounds await exploitation. A new industry has recently been established at Heron Island, Great Barrier reef, where the canning of turtle soup is now proceeding. It is stated that this coral highway, which extends 1,200 miles off the Queensland coast, abounds with fish wealth.

Refrigerated Meat Exports from Australia

Heavy and soaking rains having fallen in the eastern portions of Australia, pastoral lands will be well provided with good pastures before the summer heat sets in. Considerable activity has developed in the lamb trade, and most of the works in the State of Victoria are now busy, killing with from 75 per cent upwards of capacity. New South Wales supplies suitable for the export trade have not been so plentiful and only moderate tallies have been made. Good

seasonal conditions at present prevailing should, however, help the export trade. Killing for export has not yet commenced in the States of South Australia and West Australia.

Clearances during September totalled 76,362 carcasses, of which 66,200 were consigned to Great Britain. This total was much smaller than anticipated, due to the weakening in the oversea markets. With the slight firming that has taken place, October shipments have been much larger. Mutton operations have been quiet, the total clearances for September being only 22,231 carcasses.

Only three Queensland meat works remain in commission, and none are handling large tallies of cattle for the beef export trade. During September 119,230 quarters or crops of beef were cleared, of which 27,401 were for the United Kingdom. Shipment to European ports were heavy.

During last month the following shipments of refrigerated meat were sent to Canadian ports: for Vancouver, 1,708 carcasses of lamb, 1,300 carcasses of mutton, 599 quarters of beef; for Montreal, 802 quarters of beef and 3,200 carcasses of lamb.

Australian Canned Fruit

The total Australian pack of peaches, pears, and apricots over the last seven years has increased from 1,151,341 dozen tins in 1921-22 to 3,244,186 dozen 30-ounce tins in 1927-28. Of the total production in 1927-28, 858,624 dozen 30-ounce tins were exported to the United Kingdom, 125,524 dozen to New Zealand, 49,158 dozen to Canada, 12,764 dozen to the East, and 8,329 dozen to other countries. The total export that year was 1,540,399 dozen 30-ounce tins, leaving 2,189,787 available for Australian consumption. The average annual consumption in Australia is estimated at 1,500,000 dozen 30-ounce tins, and may be regarded as the result of propaganda and to the increase in population. The 1927-28 production indicates the pack which may be anticipated in future years, and even allowing for a possible increase in Australian consumption, it will be necessary for Australia to export about 40 per cent of the pack for many years.

The export of canned fruit from Australia is under the control of the Canned Fruits Export Control Board, and the efforts of that body have already led to a marked improvement in the system of marketing canned fruit overseas. Seasonal conditions have so far been very good, and although it is somewhat early to make a forecast, a prolific season at this period of writing seems assured.

TRADE AGREEMENT BETWEEN CANADA AND CUBA RENEWED

A Canadian Order in Council and Cuban Presidential Decree, both of December 3, 1929, renewed a trade agreement under which Cuban products are accorded the Canadian intermediate tariff in exchange for the Cuban general tariff. The Canadian concession is made under authority of section 4 of the Customs Tariff, which empowers the Governor General in Council to extend from time to time, in consideration of satisfactory benefits, the intermediate tariff to any foreign country. In order to secure this advantage, Cuban products must be imported direct; that is to say, conveyed without transhipment from a Cuban port or from the port of some other country enjoying the preferential or intermediate tariff, into a sea or river port of Canada.

The first trade agreement of this kind with Cuba was for one year beginning November 22, 1927. It was renewed for a year on November 22, 1928, so that the present agreement is effective from November 22, 1929. It is for

a term of two years unless replaced in the meantime by a permanent convention.

Cuba has in force a maximum tariff, which is double the general tariff. The Executive Power, on the advice of the Technical Customs Commission, is empowered to apply the maximum tariff wholly or in part, or intermediate rates, to goods originating in non-treaty countries, or coming from countries which do not accord Cuba most-favoured-nation customs treatment. United States products, under a Reciprocity Treaty of 1902, are accorded preference in Cuba over those of any other country. Cuba has some other commercial treaty relations, including a convention with Spain which established special rates on some Spanish goods.

EMPIRE TARIFF PREFERENCES ON CANADIAN GOODS

Compiled by Foreign Tariffs Division, Department of Trade and Commerce

II*

New Zealand

The principle of British preference, both to the mother country and to British possessions, appears in the early tariff history of New Zealand (beginning in 1841), but preferences were not continuous. Imperial preference proper is said to have been introduced in New Zealand by the Preferential and Reciprocal Trade Act, 1903. At first New Zealand gave a preference on only a few items. The Tariff Act of 1907 and subsequent Tariff Acts of 1921 and 1927 widened the margin of preference between goods of British and foreign origin. The present New Zealand tariff consists of two complete schedules of duties called British Preferential Tariff and General Tariff, and on only a limited number of items are rates the same in both columns.

CANADA AND NEW ZEALAND EXCHANGE PREFERENCES

New Zealand since 1903 has been extending to Canada the benefit of all British preferential rates of duty brought into force under successive tariff laws. Canada, by Order in Council in 1904, granted New Zealand the British preferential tariff of that time, while the Canadian Tariff Act of 1907 (still the basic tariff) declared that the British preferential schedule would apply to New Zealand among other countries. The Canadian tariff concessions to Australia in the agreement of 1925 were extended to New Zealand by Order in Council made under a provision in the ratifying Act. Thus reciprocal relationship in tariff matters between Canada and New Zealand is maintained in the absence of a formal trade agreement.

SOME PREFERENCES

Appended is a compilation from the tariff of New Zealand covering goods which form a large part of Canada's exports to that Dominion. All foreign countries are subject to the general tariff. The British preferential tariff is applicable to Canada, and with modifications to the rest of the Empire. New Zealand grants the Union of South Africa a reduction of 3 per cent of duty from the regular British preferential schedule as well as fixed rates on a few products. Rates on some Australian goods art determined by a trade agreement, but they are to a large extent subject to the British preferential tariff.

* The first article in this series relates to Great Britain and Northern Ireland and the Irish Free State, and was published in last week's issue of the *Commercial Intelligence Journal.*

	British Preferential Tariff	General Tariff
Motor cars, passenger .. ..ad val.	20% plus 5% on value over £200	50% plus 7½% on value over £200
Motor vehicles, other than passenger; motor chassis .. ad val.	10%	35%
Rubber tires and inner tubes for automobiles .. .. .. ad val.	10%	35%
Rubber tires for bicycles, and inner tubes up to 1¾ inches diameter.. .. ..ad val.	Free	20%
Leather belts (not apparel) and leather belting; leather unspecified in the tariff .. ..ad val.	15%	25%
or if higher per lb.	3d.	5d.
Belting, unspecified, other than rope or cordage .. .. ..ad val.	Free	20%
Hose, tubing, and piping, flexible, of canvas, rubber, or metal ad val.	Free	20%
Gum boots, half-knee, etc. .. .. ad val.	Free	20%
Boots, shoes, etc., children's sizes 0-9 .. ..ad val.	Free	20%
Boots and shoes, goloshes, overshoes, footwear, unspecified ad val.	25%	45%
Apparel and ready-made clothing, with some exceptions; hosiery ad val.	25%	45%
Cotton piece-goods, with some exceptions .. ..ad val.	Free	15%
Carpets, floor mats, floor rugs .. ..ad val.	20% or 25%	40% or 45%
Linoleum and similar floor coverings.. .. ..ad val.	Free or 20%	20% or 40%
Wrapping-paper, printed or unprinted, in sheets not less than 20 by 15 inches or the equivalent, or in rolls not less than 10 inches wide, of substance not lighter in weight than ¼ ounce per sheet of 20 by 15 inches or the equivalent..per cwt.	6s. 6d.	10s. 6d.
Foregoing of lighter substance .. ..per cwt.	6s. 6d.	10s. 6d.
or if higher.. .. ..ad val.	20%	50%
Wrapping-paper, printed or unprinted, in sheets less than 20 by 15 inches or the equivalent, or in rolls less than 10 inches wide (except such rolls specially suited for industrial or similar purposes in such widths not exceeding 2 inches, as the Minister may determine) .. ..ad val.	25%	55%
Paper, unspecified (includes printing) in sheets less than 20 by 15 inches or the equivalent.. .. ..ad val.	20%	40%
Same paper in larger sheets	Free	Free
Same paper in rolls less than 10 inches wide except such rolls specially suited for industrial or similar purposes in such widths not exceeding 2 inches, as the Minister may determine .. ..ad val.	20%	40%
Same paper in rolls not elsewhere provided for in the tariff ad val.	Free	20%
Cardboard, pasteboard, wood-pulp board, corrugated board, fibre board, strawboard and similar board, of size not less than 20 by 15 inches or the equivalent and weighing not less than 1¼ oz.; millboard, of size not less than 15 by 15 inches or the equivalent	Free	Free
Cardboard, etc., of other dimensions .. ..ad val.	20%	40%
Paperhangings .. ..ad val.	Free	20%
Account books, invoice forms, and various other kinds of stationery, as defined in the tariff .. ..ad val.	25%	45%
Wood-pulp	Free	Free
Plaster-pulp sheets, plaster board, and similar materials ad val.	20%	40%
Plaster-of-paris	Free	Free
Iron, galvanized or plain black, viz.: angle, tee, bar, bolt, channel, rod, and rolled girders; iron girders expanded, but otherwise unworked .. ..ad val.	Free	20%
Copper plate and sheet .. ..ad val.	Free	10%
Wire, metal, plain, unspecified; barbed fencing-wire; wire cut to lengths looped, twisted, or plain, suited for baling and similar purposes .. ..ad val.	Free	10%
Metal cordage, not being gold or silver .. ..ad val.	Free	20%
Iron pipes, bends etc. .. ..ad val.	Free or 20%	20% or 40%
Certain pipe fittings of brass or other copper alloy or cast iron .. ..ad val.	20%	40%
Rails for railways or tramways, including lay-outs, points, and crossings, for the same; rail-fastenings, viz., fish-plates, creep clips, tie irons, bearing-brackets, bed-plates, cast-iron chocks, and bored iron bars .. ..ad val.	Free	20%

	British Preferential Tariff	General Tariff
Traction engines and tractors; portable steam engines on wheels, with boilers of locomotive type; road-rollers, self-propelled ..ad val.	**Free**	10%
Weighing machines, scales, and balances, unspecified in the tariff ..ad val.	20%	40%
Windmills ..ad val.	20%	40%
Cultivators, harrows, ploughs, drills ..ad val.	10%	35%
Incubators for poultry raising..ad val.	20%	40%
Ploughs, cultivators and seed-drills, handworked, and agricultural implements and machinery unspecified in tariff	Free	Free
Axes, hatchets, spades, shovels, forks, picks, mattacks, hammers, scythes, sheep-shears, reaping-hooks, scissors (not less than 10 inches in length), butchers' and other cleavers and choppers, hand-saws, saw-blades, machine or hand.. ad val.	Free	20%
Plain iron nails or tacks, over 1 inch long, and dog spikes per ton	£2	£4
Unspecified nails and tacks ..ad val.	Free	20%
Bolts and bolt ends, up to 24 inches in length, including insulator bolts, unspecified; nuts, blank or screwed; metal threaded screws, screws for wood; rivets and washers ad val.	Free	20%
Staples ..ad val.	Free	20%
Vacuum cleaners ..ad val.	Free	20%
Electric motors ..ad val.	Free	20%
Machinery and electrical appliances, many kinds ..ad val.	Free	20%
Electric cooking and heating appliances, unspecified electric appliances and machinery ..ad val.	20%	40%
Hardware and ironmongery, not specially provided for in the tariff ..ad val.	20%	40%
Tinware and tin manufactures, unspecified in tariff.. ..ad val.	25%	45%
Laths and shingles ..ad val.	10%	10%
Ash, hickory, lancewood, lignum vitae, red cedar and some other timber, rough sawn	Free	Free
Other kinds of timber, rough sawn, .. per 100 superficial feet	3s. or 5s.	3s. or 5s.
Timber, sawn, dressed.. .. .. per 100 superficial feet	7s. 6d.	7s. 6d.
Wooden furniture and cabinetware, unspecified in the tariff ad val.	25%	45%
Woodenware and turnery, unspecified in the tariff .. ..ad val.	20%	40%
Veneers, plywood ..ad val.	20%	40%
Pianos and phonographs ..ad val.	20%	40%
Brushes, brushware, and brooms ..ad val.	25%	45%
Toilet preparations and perfurmery, unspecified in the tariff ad val.	25%	45%
Calcium carbide	Free	Free
White lead ground in oil ..per cwt.	6s.	9s.
Paints, various, as defined ..ad val.	20%	30%
Wheat flour, when value £13 10s. per ton of 2,000 lb. ..per ton	£3 10s.	£3 10s.
When flour exceeds £13 10s.: for each 1s. in excess, duty reduced	1s.	1s.
When flour less than £13 10s.: for each 1s. reduction, duty increased	1s.	1s.
Preserved peas in tins..ad val.	20% or 1d. lb., if higher	40% or 2d. lb., if higher
Other preserved vegetables ..ad val.	20%	40%
Jams, jellies, marmalade and preserves ..per lb.	2d.	4d.
Jellies, concentrated ..per lb.	4d.	6d.
Pickles .. per gallon	3s.	4s. 6d.
Provisions, unspecified in the tariff ..ad val.	20%	40%
Fruits, preserved in juice or syrup (non-alcoholic) ..ad val.	25%	45%
Canned salmon ..per lb.	1½d.	3d.
Confectionery ..ad val.	25%	45%
Onions..per ton	£1	£1 10s.
Apples, fresh..per lb.	1d.	1½d.
Macaroni and vermicelli..ad val.	Free	20%
Alsike clover seed	Free	Free

PRIMAGE DUTY

There is a primage duty of 2 per cent ad valorem whether or not the goods are otherwise dutiable, to be reduced to 1 per cent as from March 31, 1930, on certain commodities comprising chiefly foodstuffs, non-alcoholic beverages, stearine, matches, groceries, and fertilizers.

PREFERENCE CONDITIONS

New Zealand grants her preferential tariff to goods wholly the produce of countries entitled to preference, to goods wholly manufactured within such countries from materials produced therein, as well as to goods wholly processed in preference countries from specified raw materials which they do not produce. If the goods do not come within one of these categories, New Zealand prescribes for preferential goods a British content of not less than one-half of the factory or works cost.

VALUE FOR DUTY IN NEW ZEALAND

Under section 114 of the New Zealand Customs Act, when duty is imposed according to value, or if for any other reason value of goods is to be determined for tariff purposes, this value is taken to be the fair market value of the goods when sold for cash in the ordinary course of business, for home consumption, in the principal markets of the exporting country, at the time of exportation, with 10 per cent added. However, there is a proviso that, where so indicated in the tariff, fair market value is ascertained by reference to value at the port of export in lieu of the principal markets of the exporting country. No deduction is allowed from the current domestic value (fair market value) because of any special or sample discount, special arrangement concerning export, exclusive right to sale within certain territorial limits, royalty payable on patent rights but not on goods exported, or on account of any other consideration by which a special reduction in price has been or might be obtained. There is provision for deduction from the current domestic value as determined for tariff purposes in New Zealand of any drawback of import duty or excise duty paid or allowed on parts, materials, or ingredients, used in making goods, or any import duty or excise duty actually paid on the goods in the exporting country, or which would have been payable if they had been entered there for home consumption instead of export.

NETHERLANDS' RAW IRON PRODUCTION

Lester S. Glass, Acting Trade Commissioner

Rotterdam, November 20, 1929.—In spite of some scepticism as to the possibility of the smelting industry being a sucess in Holland, the position of the Dutch furnaces is becoming stronger, and year by year the production of raw iron is increasing. Great strides have been made since 1924, when the production of raw iron was 106,000 tons, of which 50,039 tons were exported. (In 1923 only 189 tons were exported; there are no figures available for production.) The following table gives production over the past six years:—

Year	Production Tons	Export Tons
1923	....	189
1924	106,000	50,039
1925	109,200	95,653
1926	175,615	114,721
1927	209,875	149,633
1928	256,479	215,714

Comparatively, Dutch production of iron is small. World production in 1928 amounted to 88,386,000 tons, and the three principal European smelting countries—Germany, France, and Great Britain—are credited in that year with a total of 30,554,000 tons.

Two furnaces are in operation at Ymuiden and it is intended to construct a third to have in reserve. It is anticipated that, even though this third furnace should be held only in reserve, the tonnage of Holland will be increased, as during previous years it is estimated that a loss in production of 18,000 tons was sustained annually owing to the suspension of operations during periods when furnaces were under repair. During 1928 there was one short strike, but apart from that the two furnaces worked continuously.

FISH MARKET CONDITIONS IN PORTUGAL

Mr. V. E. Duclos, Acting Trade Commissioner in Milan, writes under date November 19 that a fair average volume of sales has been maintained during the past two weeks in Oporto, and Newfoundland fish are beginning to move out as the recently arrived heavy steamer shipments from Iceland and Norway have mainly gone into dealers' hands, although not into final consumption, as the grocers are not finding their customers very active buyers owing to the slightly weakening tendency in values.

Demand is good for picked Newfoundland qualities, but the volume is small, and only a small percentage of fish in stock and voyaging will be really suitable for Christmas sales. The market for small fish is very precarious; only a cessation of the recent improved sardine fishery will enable any recovery to be made. The present price of small of good quality does not exceed 40s. to 42s. Large and medium remain at around 48s., with prospects of 50s. to 52s. for picked parcels of primer quality.

All the Portuguese banking vessels from Oporto have returned, and 20,000 cwt. of Newfoundland salt-bulk fish for local curing are also discharging. This fish will be included in next week's stocks, but it will be a considerable time before it is available for sale. Quantities of dry fish now on voyage total 12,500 cwt., and about 35,000 to 38,000 cwt. are expected to be forwarded this month, so that a heavy carry over with a resultant weakening of prices after the turn of the year is feared.

The Portuguese currency remains at a value of around Esc.108$25 to the £.

LIGHT AND HEAVY CHEMICALS FOR CHINA

An inquiry has been received from an important British firm at Shanghai for quotations c.i.f. China on all varieties of light and heavy chemicals manufactured in Canada. Canadian firms who may be interested in this trade can obtain the name and address of the firm in question upon making application to the Department of Trade and Commerce, Ottawa (quoting file No. 26771).

FOREIGN TRADE OF CHINA IN 1928

L. M. Cosgrave, Canadian Trade Commissioner

IV

Comparative Figures—*Continued*

BEER, WINES, SPIRITS, TABLE-WATERS

Canada's chief exports to China under this heading were beer and rye whiskies. Imports of beer into China in 1928 totalled 1,100,000 taels ($770,000) as compared with 1,700,000 taels ($1,190,000) in 1927. Japan, Germany, and Great Britain were the chief sources of supply. Canada's share was $5,500 taels ($3,850) as against 8,400 ($5,880) in 1927. Competition is extremely keen and is impossible to meet without extensive advertising.

In rye whisky Canada's share doubled: 60,000 taels ($42,000) as compared with 30,000 ($21,000) in 1927. Imports under the heading of "whisky, brandy, gin, rum and similar spirits" amounted to 3,100,000 taels ($2,170,000) as compared with 1,600,000 ($1,120,000) in 1927. Great Britain and France were the chief sources of supply.

Waters: Table, Aerated and Mineral.—Manufacture is carried on extensively both by foreign and Chinese firms. Imports 270,000 taels ($189,000) as compared with 230,000 ($161,000) in 1927. Japan and France are the chief contributors.

Cigarettes.—Imports, 25,000,000 taels ($17,500,000) as compared to 13,000,000 ($9,100,000) in 1927: United States 16,000,000 ($11,200,000), Great Britain 4,700,000 ($3,290,000), Europe 1,500,000 ($1,050,000), and Canada 2,200,000 ($1,540,000), as compared with 9,000,000 ($6,300,000), 2,000,000 ($1,400,000), 900,000 ($630,000), and 150,000 ($105,000) respectively in 1927. Despite the fact that there are numerous cigarette factories in China, both foreign

and Chinese, the demand exceeds the supply, and, as a result, this is one of the most important imports into China.

Cigars.—Imports, 760,000 taels ($532,000) as compared to 500,000 ($350,000) in 1927. The Philippine Islands, the Netherlands and the United States are the chief contributing countries. Canada supplied 2,100 taels ($1,470) in the year under review.

Tobacco Leaf.—Imports, 34,000,000 taels ($23,800,000) as compared with 22,000,000 ($15,400,000) in 1927, practically all from the United States.

Cigarette-Making Materials and Tobacconists' Sundries.—Imports, 1,300,000 taels ($910,000) as compared with 1,400,000 ($980,000) in 1927. The chief sources of supply are Japan, Germany and Great Britain. Tobacco stores on Western lines are developing rapidly in China, and there appears to be an opening for all classes of tobacconists' sundries.

CHEMICALS

Ammonia, Including Sulphate of Ammonia.—Imports, 9,200,000 taels ($6,440,000) as compared with 5,200,000 ($3,640,000) in 1927: Germany 1,300,000 ($900,000, Great Britain 970,000 ($679,000), Holland 200,000 ($140,000), Japan 190,000 ($133,000), Canada 100,000 ($70,000), and the United States 70,000 ($49,000) as compared with 550,000 ($385,000), 176,000 ($123,200), 66,000 ($46,200), 205,000 ($143,500), 50,000 ($35,000), and nil for the respective countries in 1927.

Soda Ash.—Imports, 2,400,000 taels ($1,680,000) as compared with 2,700,000 ($1,890,000) in 1927. The bulk was supplied by Great Britain, with small quantities from Russia, Japan, and the United States.

Caustic Soda.—Imports, 1,300,000 taels ($910,000) as compared with 900,000 ($630,000) in 1927. Great Britain supplied the greater part, with the United States and Japan following.

Spirits of Wine.—Imports, 2,400,000 taels ($1,680,000) as compared with 2,200,000 ($1,540,000) in 1927. Japan is the chief supplier, and there are fairly large imports from the Dutch East Indies and the Philippine Islands.

Chemicals and Chemical Products.—Other imports under this heading amounted to 10,100,000 taels ($7,070,000) as compared with 6,800,000 ($4,760,000) in 1927: Japan, 3,000,000 ($2,100,000), Germany 1,600,000 ($1,120,000), United States 1,300,000 ($910,000), Holland 1,000,000 ($700,000), and Canada 20,000 ($14,000) as compared with 2,400,000 ($1,680,000), 900,000 ($630,000), 800,000 ($560,000), 400,000 ($280,000), and 5,000 ($3,500) in 1927.

Bronze Powder.—Imports, 220,000 ($154,000) as compared with 130,000 ($91,000) in 1927: Germany 135,000 ($94,500), Japan 52,000 ($36,400), and Canada 13,000 ($9,100) as compared with 84,000 ($44,800), 49,000 ($34,300), and nil for the several countries in 1927.

PAINTS, VARNISHES AND ENAMELS

Imports, 2,000,000 taels ($1,400,000) as compared with 1,400,000 ($980,000) in 1927. Great Britain is the chief source of supply, followed by Japan, the United States, and Germany. Canada showed a large increase during the year under review: 77,000 taels ($53,900) as against 21,000 ($14,700) in 1927.

PAPER

Books, Printed or Manuscript.—Imports 1,100,000 taels ($770,000) as compared with 970,000 ($679,000) in 1927: Japan 600,000 ($420,000), United States 180,000 ($126,000), Great Britain 140,000 ($98,000), and Canada 2,000 ($1,400) as compared with 450,000 ($315,000), 160,000 ($112,000), 120,000 ($84,000), and 3,000 ($2,100) for the respective countries in 1927.

Paper, Cigarette, on Bobbins or Rolls.—Imports, 2,600,000 taels ($1,820,000) as compared with 1,700,000 ($1,190,000) in 1927: Japan 1,070,000 ($749,000), Great Britain 600,000 ($420,000), France 480,000 ($336,000), and Italy 280,000 ($196,000). The United States, entering the market for the first time, is credited with 36,000 taels ($25,200).

Paper, Coated on One or Both Sides.—Imports, 1,800,000 taels ($1,260,000) as compared with 900,000 ($630,000) in 1927. Japan, the United States, Germany, and Norway were the chief sources of supply, the United States showing the largest increase.

Paper, Common Printing.—Imports, 7,000,000 taels ($4,900,000) as compared with 5,000,000 ($3,500,000) in 1927: Japan 4,000,000 ($2,800,000), Norway 1,000,000 ($700,000), Sweden 280,000 ($196,000), and the United States 79,000 ($55,300) as compared with 2,500,000 ($1,750,000), 670,000 ($469,000), 500,000 ($350,000), and 24,000 ($16,800) for the respective countries in 1927.

Paper, M.G. Cap.—Imports, 3,800,000 taels ($2,660,000) as against 5,300,000 ($3,710,000) in 1927: Japan 1,500,000 ($1,050,000), Norway 720,000 ($504,000), Germany 360,000 ($252,000), and Sweden 350,000 ($245,000). Germany, Sweden, and Norway show the largest comparative decreases, but dealers advise that this is chiefly due to heavy overstocking.

Paper, Packing and Wrapping, including Kraft Paper.—Imports, 1,700,000 taels ($1,190,000) as compared with 1,400,000 ($980,000) in 1927: Japan 680,000 ($476,000), Sweden 240,000 ($168,000), Germany 190,000 ($133,000), and the United States 185,000 ($129,500). The

chief increases were by the United States and Japan and there was a heavy decrease from Germany.

Paper, Printing (Free of Mechanical Wood Pulp).—Imports 3,500,000 taels ($2,450,000) as compared with 2,500,000 ($1,750,000) in 1927: Japan over 50 per cent, with Norway, Great Britain, Sweden, Holland, Italy, and the United States showing increases over the previous year. Canada made an initial shipment to the value of 1,800 ($1,260).

Paper, Writing, Bank-note, Parchment and Grease-proof.—Imports, 2,300,000 taels ($1,610,000) as compared with 2,100,000 ($1,470,000) in 1927: United States 680,000 ($476,000), Japan 600,000 ($420,000), Great Britain 150,000 ($105,000), Holland 130,000 ($91,000), Germany 130,000 ($91,000), and Canada 9,000 ($6,300) as compared with 430,000 ($301,000), 860,000 ($602,000), 150,000 ($105,000), 170,000 ($119,000), 96,000 ($67,200), and 300 ($210) for the respective countries in 1927.

Paper Miscellaneous.—Under this heading, embracing all other classes of paper not mentioned in this report, imports were 5,200,000 taels ($3,640,000) as compared with 5,000,000 ($3,500,000) in 1927: Japan 1,600,000 ($1,120,000), United States 900,000 ($630,000), Germany 700,000 ($490,000), Sweden 370,000 ($259,000), Great Britain 250,000 ($175,000), and Canada 9,500 ($6,650).

WOOD PULP

Imports, 55,000 taels ($38,500) as compared with 30,000 ($21,000) in 1927. Japan and Germany are the chief sources of supply. The establishment of a number of paper mills are, however, under project in different parts of China.

LEATHER BELTING

Imports, 860,000 taels ($602,000) as compared with 710,000 ($497,000) in 1927. The United States, Great Britain, Japan, and Germany were the chief contributing countries with approximately 200,000 ($140,000) each.

LEATHER, CALF, KID, AND COW

Imports, 3,000,000 taels ($2,100,000) as against 2,600,000 ($1,820,000) in 1927: United States 600,000 ($420,000), Japan 410,000 ($287,000), Germany 280,000 ($196,000), the Netherlands 66,000 ($46,200), and Canada 28,000 ($19,600), as compared with 400,000 ($280,000), 410,000 ($287,000), 136,000 ($95,200), 110,000 ($77,000), and 11,000 ($7,700) for the respective countries in 1927.

LEATHER, SOLE

This is the most important leather entry into China, with a total of 4,500,000 taels ($3,150,000) in 1928 as compared with 4,800,000 ($3,360,000) in 1927: United States, 1,000,000 ($700,000), Japan 425,000 ($297,500), Germany 110,000 ($77,000) and Canada 160 ($112) as compared with 1,200,000 ($840,000), 360,000 ($252,000), 60,000 ($42,000), and nil for the respective countries in 1927.

LEATHER BOOTS AND SHOES

Imports, 325,000 taels ($227,500) as compared with 150,000 ($105,000) in 1927: Germany 85,000 ($59,500), Japan 80,000 ($56,000), Great Britain 60,000 ($42,000), United States 30,000 ($21,000) and Canada 1,300 ($910), as compared with 16,000 ($11,200), 50,000 ($35,000), 33,000 ($23,100), 23,000 ($16,100), and nil for the respective countries in 1927.

LEATHER, IMITATION OR OILCLOTH

Imports, 690,000 ($483,000) as compared with 360,000 ($252,000) in 1927: United States 225,000 ($157,500), Great Britain 170,000 ($119,000), Japan 145,000 ($101,500), Germany 100,000 ($70,000) and Canada 600 ($420), as compared with 111,000 ($77,000), 45,000 ($31,500). 145,000 ($101,500), 40,000 ($28,000), and nil respectively in 1927.

TIMBER

Hardwood.—Imports, 2,400,000 ($1,680,000) as compared with 1,700,000 ($1,190,000) in 1927: Japan 680,000 ($476,000), Philippine Islands 630,000 ($441,000), Russia 260,000 ($182,000), Malaya 250,000 ($175,000), Canada 66,000 ($46,200), the United States 33,000 ($23,100), as compared with 800,000 ($560,000). 260,000 ($182,000), 250,000 ($175,000), 94,000 ($65,800), 62,000 ($43,400), and 7,000 ($4,900) for the respective countries in 1927.

Softwood.—Imports 11,100,000 taels ($7,700,000) as compared with 8,800,000 ($6,160,000) in 1927: United States 6,400,000 ($4,480,000), Japan 3,200,000 ($2,240,000), and Canada 540,000 ($378,000) as compared with 5,600,000 ($3,920,000), 2,600,000 ($1,820,000), and 113,000 ($79,100) for the several countries in 1927. Canadian shipments are improving steadily as a result of personal visits by shippers to China from the West Coast.

Railway Sleepers.—Imports, 920,000 taels ($644,000) as compared with 580,000 ($406,000) in 1927: United States 540,000 ($378,000), Japan 130,000 ($91,000), and Canada 7,000 ($4,900), as compared with 250,000, ($175,000), 170,000 ($119,000) and 110,000 ($77,000) for the respective countries in 1927.

STONES AND MANUFACTURERS OF EARTH

Chinaware.—Imports, 2,500,000 taels ($1,750,000) as compared with 2,100,000 ($147,000) in 1927. Japan practically controls the market: 1,800,000 taels ($1,260,000) in 1928 as compared with 1,400,000 ($980,000) in 1927. Great Britain, Germany, and the United States showed fair increases over the preceding year. The competition in this product is too intensive to be of interest to Canadian manufacturers.

Enamelled Ironware.—Imports 1,200,000 taels ($840,000) as compared with 950,000 ($665,000) in 1927. While Japan is the chief source of supply with 950,000 ($665,000), increased exports were shown by Italy and Germany This market is entirely one of price, and some years are likely to elapse before a demand for the higher qualities becomes evident.

Glass and Crystal Ware.—Imports, 850,000 taels ($595,000) as against 630,000 ($441,000) in 1927: Japan 430,000 ($301,000), Germany 135,000 ($94,500), Great Britain, 55,000 ($38,500), and the United States 52,000 ($36,400) as compared with 350,000 ($245,000), 90.000 ($63,000), 27,000 ($18,900), and 36,000 ($25,200) in 1927. Trial shipments from Canada amounted to 365 ($255).

Abrasives.—Imports, 1,200,000 taels ($840,000) as compared with 780,000 ($556,000) in 1927: Japan 196,000 ($137,200), Great Britain 50,000 ($35,000), Sweden 26,000 ($18,200), Germany 18,000 ($12,600), and the United States 21,000 ($14,700). Increases were shown by the United States, Japan, Great Britain, and Germany.

Asbestos.—Imports, 250,000 taels ($175,000) as compared with 185,000 ($129,500) in 1927: Japan 90,000 ($63,000), Great Britain 65,000 ($45,500), Germany 30,000 ($21,000), Belgium 20,000 ($14,000), and the United States 16,000 ($11,200).

FILES AND NEEDLES

Files.—Imports, 470,000 taels ($329,000) as compared with 330,000 ($231,000) in 1927: Great Britain 210,000 ($147,000), United States, 110,000 ($77,000), Germany 50,000 ($35,000) and Japan 45,000 ($31,500). Increases were shown by all the importing countries.

Needles, Hand and Machine Sewing.—This commodity is now being manufactured locally, which is evident in the returns, with a decrease from 780,000 taels ($546,000) in 1927 to 670,000 ($469,000) in 1928. Japan, Germany and Belgium are the chief sources of supply. The United States, new to the market, is credited with 28,000 taels ($19,600).

MATCHES AND MATCH-MAKING MATERIALS

Imports, 2,300,000 taels ($1,610,000) as compared with 2,200,000 ($1,540,000) in 1927. Japan and Germany are the chief contributing countries.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Trinidad Customs Tariff Changes

The Canadian Government Trade Commissioner's office at Port of Spain, Trinidad, cabled on November 30 some changes made in the customs tariff of Trinidad and Tobago, effective November 29.

The surtax of 7½ per cent that formerly applied to most rates of customs duties has been removed.

Dutiable goods on which the rates have been changed, with the rates that formerly applied, are as follows:—

	Former Rates		New Rates	
	Preferential Tariff	General Tariff	Preferential Tariff	General Tariff
Motor cars—				
Not exceeding 3,000 pounds in weight .. .. .. per 100 lb.	15s.	£1 10s.	£1	£2
Exceeding 3,000 pounds in weight.. .. .. per 100 lb.	£1	£2	£1 5s.	£2 10s.
Motor lorries and vans .ad val.	10%	20%	15%	30%
Machinery of all kinds .ad val.	Free	7½%	Free	10%
Tobacco leaf containing less than 25 p.c. moisture .per lb.	4s. 3d.	4s. 3d.	4s. 7d.	4s. 7d.
Brandy, gin and whiskey—				
Not exceeding strength of proof.. .. ..per gal.	£1	£1 2s. 6d.	£1 2s. 6d.	£1 5s.
Exceeding strength of proof per proof gal.	£1	£1 2s. 6d.	£1 2s. 6d.	£1 5s.

The following have been transferred from the list of dutiable goods to the list of free goods:—

Bags and sacks (empty), not including paper bags. (These were formerly dutiable at 7½ per cent under the preferential tariff and 15 per cent under the general tariff.)

All kinds of shooks and packages and parts used for packing Trinidad agricultural products. (Shooks, staves, and headings of oak were formerly dutiable at 2½ per cent preferential and 5 per cent general tariff. Shooks, staves, and headings of other kinds of wood were dutiable at 5 per cent preferential and 10 per cent general tariff.)

Barytes and sulphur. (These were formerly dutiable at 10 per cent preferential and 20 per cent general tariff.)

Prizes and medals, not for sale. (Formerly dutiable as metals at 10 per cent preferential and 20 per cent general tariff.)

The 7½ per cent surtax (now abolished) applied to all the former duties above-quoted.

New Tariff in British Honduras

An ordinance relating to customs and excise duties was assented to in British Honduras on November 11, 1929, which revises some of the rates formerly in force in that colony. The general tariff on wheaten flour remains at $1 per 196 pounds. The corresponding British preferential rate is 25 cents per 196 pounds, free entry being discontinued under the British preferential tariff for flour imported direct; that is, not through a foreign country. The general tariff on other kinds of flour has been reduced from 20 per cent ad valorem to 10 per cent ad valorem, the British preferential rate remaining at 5 per cent ad valorem.

The duty on lard, formerly 5 per cent ad valorem and 10 per cent ad valorem, British preferential tariff and general tariff, has been changed to a rate of 50 cents per 100 pounds and $1 per 100 pounds. In the new tariff, skimmed milk, condensed or preserved, formerly 20 per cent British preferential tariff and 30 per cent general tariff, is increased to 40 per cent general tariff, the British preferential rate remaining at 20 per cent. Apples, formerly free under the British preferential and general tariffs, remain free under the British preferential tariff and are 5 per cent ad valorem under the general tariff. A similar change has been made in regard to fresh meat. Fish, dried, salted, smoked or pickled, formerly free British preferential tariff and 5 per cent ad valorem general tariff, become 10 per cent ad valorem and 20 per cent ad valorem respectively. Oats, formerly 5 per cent and 20 per cent, become 5 per cent and 10 per cent respectively. The duty on cement has been reduced from 20 per cent ad valorem to 15 per cent ad valorem under the general tariff, this product being still free as formerly under the British preferential tariff. Woven wire fencing is now free and 5 per cent instead of 5 per cent and 20 per cent under the former tariff.

The British preferential tariff in each case applies to goods of Canadian origin.

WHAT THE CANADIAN EXPORTER CAN DO FOR THE TRADE COMMISSIONER

The meagre information frequently furnished by Canadian exporters places a serious handicap on the Trade Commissioner in his efforts to market their products. A general statement of the facts about the exporter, his bank references, whether he is already engaged in foreign trade and for what period and to what extent—these are some of the essentials that should be given in the first letter to the Trade Commissioner. He also wants general data about the commodity which the exporter wishes to sell in that particular market, noting any special advantages pertaining to the line offered, particularly as compared with well-known articles of the same type from other countries. He wants to

know exactly what the manufacturer is himself willing to do to place his goods in the new field: the basis on which sales would be made to the importer or on which goods could be offered for sale by a recognized agent, and the commission that would be paid the latter; what would be required of an importing house or agent in order to obtain the agency for the line; whether the manufacturer would send consignment stock or samples and in what quantity; whether he is prepared to advertise or co-operate in advertising and to what extent; the facilities possessed by the manufacturer for export shipment, and the kind of supervision that is exercised by him over the packing of goods destined for a distant market.

PRICES

Prices should never be quoted from an interior manufacturing point in Canada. Where quotations c.i.f. port of destination are not practicable, they should be given f.o.b. steamer, but it is strongly recommended that prices should be quoted c.i.f. This is a most important point, as the foreign buyer has no definite knowledge of the charges likely to be incurred if quotations are f.o.b. cars at port of shipment and freight rates from some interior port in Canada to the seaboard are unobtainable in foreign countries. He has no means of knowing insurance rates, or the elements that enter into the fixing of the premiums. As a rule he is unable to obtain a quotation of an outward freight rate at an inward port, as the general practice of steamship companies is to refer a request for a freight rate from (say) Montreal to Auckland to the agent in the former city, although an approximate rate may be quoted. The foreign buyer is at a distinct disadvantage unless prices are quoted c.i.f.

DISCOUNTS

Discounts should be printed, or typewritten, preferably on a folder or slip accompanying the catalogue. In submitting an illustrated descriptive catalogue to prospective customers the importer should not be placed in the position of having to disclose the exact terms on which the goods are offered to him.

GROSS AND NET WEIGHT

A knowledge of the gross and net weights per unit quoted is essential. Without these the prospective purchaser is unable to estimate laid down costs.

SUMMARY OF POINTS TO BE NOTED

The fullest possible information in regard to the commodity and complete details on the following points would greatly aid the Trade Commissioners in the intelligent handling of inquiries addressed to them as to the introduction and subsequent marketing of Canadian goods on behalf of exporters:—

1. Cable address, code used, and special code words not in the regular code books.
2. (*a*) The basis on which prices are quoted, whether c.i.f. main foreign ports, f.a.s. Canadian ports, or f.o.b. vessel.
   (*b*) Are prices in Canadian or American funds?
   (*c*) If prices are c.i.f. and transhipment has to be made, are such items as consular charges and disbursements at port of transhipment and/or unloading for account of buyer?
3. Are quotations firm or subject to change without notice due to fluctuations in costs of raw material?
4. On what quantity basis are quotations made? Can prices be reduced on quantity orders, and if so how much?
5. Are orders subject to acceptance by exporter?
6. What brand do lines bear, and are these to be sold under this brand in foreign markets?

7. What is the nature of packing? Heavy wooden crates, boxes, new bags or burlap?
8. Are lines stocked and available for immediate shipment? If not, how long after receipt of order will goods go forward?
9. What are your terms? Is there a special discount for cash?
10. What is the gross and net weight in pounds? Measurement in cubic feet?

With the foregoing information on hand, supplemented by recent catalogues and descriptive literature, and, if not too bulky, samples—not necessarily a full range—Trade Commissioners are put in a position to give at short notice the best service to Canadian exporters and can either place them in communication with reliable importers or recommend suitable agents.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING DECEMBER 9

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 9, 1929, with the official bank rate. Quotations for the week ending December 2, 1929, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Dec. 2	Nominal Quotations in Montreal Week ending Dec. 9	Official Bank Rate
Austria	Schilling	.1407	$ .1439	$ .1438	8
Belgium	Belga	.1390	.1413	.1413	4½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.....	.0299	.0296	5
Denmark	Krone	.2680	.2709	.2709	5½
Finland	Markka	.0252	.0254	.0252	7
France	Franc	.0392	.0398	.0398	3½
Germany	Reichsmark	.2382	.2419	.2417	7
Great Britain	Pound	4.8666	4.9310	4.9242	5½
Greece	Drachma	.0130	.0131	.0130	9
Holland	Guilder	.4020	.4078	.4075	4½
Hungary	Pengo	.1749	.1768	.1784	7½
Italy	Lira	.0526	.0529	.0528	7
Jugo-Slavia	Dinar	.1930	.0179	.0178	6
Norway	Krone	.2680	.2708	.2707	5½
Portugal	Escudo	1.0805	.0454	.0454	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.....	.1400	.1405	5½
Sweden	Krona	.2680	.2722	.2723	5½
Switzerland	Franc	.1930	.1962	.1962	3½
United States	Dollar	1.00	1.0468	.9218	4½
Argentine	Peso (Paper)	.4244	.4205	.4188	..
Brazil	Milreis	.1196	.1192	.1185	..
Chile	Peso	.1217	.1225	.1223	6
Colombia	Peso	.9733	.9774	.9764	9
Mexico	Peso	.4985	.4876	.4851	6–7
Peru	Libra	4.8666	4.0412	4.0368	7
Venezuela	Bolivar	.1930	.1949	.1947	..
Uruguay	Peso	1.0342	.9724	.9713	..
Cuba	Peso	1.0000	1.0003	1.0003	..
Java	Guilder	.4020	.4066	.4062	5½
Shanghai	Tael	.....	.5531	.5551	..
India	Rupee	.3650	.3675	.3696	7
Japan	Yen	.4985	.4945	.4940	5.48
Siam	Baht (Tical)	.4424	.4596	.4591	..
Straits Settlements	Dollar	.5678	.5708	.5695	..
Jamaica	Pound	4.8666	4.9252	4.9249	..
British Guiana Barbados Trinidad	$	1.0000	1.02 3/64 —1.03 3/64	1.02 3/64 —1.03 3/64	..
Other British West Indies	$	1.0000	1.01 29/32—1.03 1/8	1.01 59/64—1.03 11/64	..
Martinique	Franc	.0392	.0398	.0398	..
Guadeloupe	Franc	.0392	.0398	.0398	..

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Foodstuffs

1028. Evaporated Apples.—An agent in Finland wishes to represent a Canadian apple evaporator.

1029. Cheese.—A commission agent in Havana desires to sell Canadian cheese, preferably loaf, on a commission basis only.

1030. Condensed Milk.—A commission agent in Havana desires to sell condensed milk on a commission basis only.

1031. Dried Codfish.—A commission agent in Havana desires to sell dried codfish on a commission basis only.

1032. Canned Salmon and Sardines.—A commission agent in Havana desires to sell canned salmon and sardines on a commission basis only.

1033. Canned Vegetables.—A commission agent in Havana desires to sell canned vegetables on a commission basis only.

1034. Potatoes.—A commission agent in Havana desires to sell potatoes and seed potatoes on a commission basis only.

1035 and 1036. Flour.—Two commission agents in Havana desire to sell Canadian wheat flour on a commission basis only.

1037. Flour.—A Malmo (Sweden) firm of agents wish to represent a Canadian wheat flour mill.

Miscellaneous

1038. A firm in Melrose, Scotland, who already are the agents for Great Britain for a Canadian firm supplying musquash, and who also import Canadian silver foxes, mink, etc., wish to be placed in touch with any reliable Canadian breeder of fisher. Prices must be c.i.f. Glasgow.

1039. Rubber Goods.—The former general manager of a Bristol wholesale rubber firm has begun business as a manufacturers's agent. He desires to represent Canadian manufacturers of general rubber goods and is particularly interested in ladies' Wellington rubber boots, and hot-water bottles.

1040. Rubber Garden Hose.—A London firm of indent merchants would be glad to receive full particulars and quotations from Canadian manufacturers of rubber garden hose (both plain and armoured varieties), which is required to be shipped to the Belgian Congo.

1041. Enamelled Cloth.—Rotterdam firm desires quotations and samples of black enamelled cloth. Samples on file at Department.

1042. Patent Leather.—A Stockholm firm of agents wish to represent a Canadian exporter of patent leather.

1043. Leathers.—A Stockholm agent wishes to represent a Canadian manufacturer of glacé kid leathers (black and coloured).

1044. Asbestos; Sanitary Paper.—An Egyptian firm are desirous of hearing from Canadian exporters of asbestos in board and powder form, also sanitary paper (absorbent and toilet).

1045. Abrasive Papers and Cloths.—Rotterdam importer wishes to receive samples and quotations c.i.f. Rotterdam on abrasive papers and cloths.

1046. Electric Light Fittings.—A Hongkong firm dealing in electric equipment ask for specifications and c.i.f. prices of electric light fittings.

1047. Oilstones and Whetstones.—Dutch firm desire samples and quotations c.i.f. Rotterdam on oilstones and whetstones.

1048. Hardware.—A firm of manufacturers' representatives in Hongkong ask to be supplied with catalogues, samples, and c.i.f. prices of general hardware lines (builders' hardware, hand tools, etc.).

1049. Light Safes.—A Birmingham firm having Egyptian connections desire quotations c.i.f. Alexandria for light safes.

1050. Steel Cupboards.—A Birmingham firm having Egyptian connections desire quotations c.i.f. Alexandria for steel cupboards in a range of sizes.

1051. Bauxite. Cement.—Importer of building materials in Bergen, Norway, wants to buy on own account bauxite cement.

1052. Iron Sheets.—Copenhagen firm desire to establish contact with Canadian exporters of galvanized and tinned iron sheets, with a view to representation.

TRADE INQUIRIES FROM GREECE

1053. Apples (Fresh).—Fruit concern in Piræus desires quotations c.i.f. that port on fresh Canadian apples, packed in 40-pound boxes. Sizes required 80/100, 100/125 per box.

1054. Tinned Fruit.—Firm of commission agents in Athens wish to act as representatives for exporters of tinned fruit—tinned apples, peaches, pears, apricots, strawberries, raspberries, etc.

1055. Mixed Fertilizers.—Salonica concern, with branches in Volo, Piræus, Carditza, and Triccala, desires to represent firm exporting mixed fertilizers.

1056. Mixed Fertilizers.—Commission agent in Volo wishes to act as representative of exporter of mixed fertilizers.

1057. Industrial and Pharmaceutical Chemicals.—Concern in Athens desires to buy Canadian pharmaceutical and industrial chemicals.

1058. Newsprint.—Commission agent in Athens would like to correspond with exporters of newsprint.

1059. Wrapping Paper.—Athens agent desires to hear from exporters of wrapping paper, white and coloured.

1060. Pasteboard for Bookbinding and Boxmaking.—Athens concern desires quotations c.i.f. Piræus on pasteboard for bookbinding and boxmaking.

1061. Wood-pulp for Pasteboard.—Commission agent in Athens desires to correspond with exporters of wood-pulp for pasteboard as per samples on file at the Department of Trade and Commerce, Ottawa. Quotations c.i.f. Piræus are desired.

1062. Timber.—Athens establishment engaged in the manufacturing of furniture, doors, sashes, etc., and dealing in timber, is desirous of corresponding with exporters of pitch pine, oak, mahogany, walnut, ordinary white timber, flooring, veneers and plywood.

1063. Leather.—Salonica firm desire quotations c.i.f. Salonica on leather with a view to buying.

1064. Leather for Furniture.—Athens manufacturer of furniture desires to be put in touch with exporter of leather for furniture, both natural and artificial.

1065. Crepe Rubber.—Commission agent in Athens is open to receive offers on crepe rubber.

1066. Automobile Accessories and Spare Parts.—Athens firm wish to buy outright automobile accessories and spare parts. Illustrated catalogues, specifications, quotations c.i.f. Piræus, and terms should be sent along with first letter.

1067. Machine Tools.—Agent in Athens would like to receive catalogues and quotations c.i.f. Piræus on machine tools.

1068. Men's Suit-pressing Machines.—Athens concern would like to act as general distributor in Greece of men's suit-pressing machines. Information as to the type of press wanted is on file at the Department of Trade and Commerce, Ottawa.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To Liverpool.—Nova Scotia, Dec. 24; Newfoundland, Jan. 25—both Furness, Withy; Baltic, Dec. 16; Doric, Dec. 30; Megantic, Jan. 6; Arabic, Jan. 13—all White Star Line; Manchester Citizen, Dec. 17; Manchester Hero, Dec. 31; Manchester Brigade, Jan. 14—all Manchester Line; Lancastria, Anchor-Donaldson, Jan. 20.

To London.—Mississippi, Dec. 16; Minnewaska, Dec. 23; Missouri, Dec. 30; Bolivian, Jan. 20—all White Star Line; Aurania, Jan. 6; Concordia, Jan. 13—both Cunard Line.

To Manchester.—Manchester Citizen, Dec. 17; Manchester Producer, Dec. 27; Manchester Hero, Dec. 31; Manchester Regiment, Jan. 9; Manchester Brigade, Jan. 14—all Manchester Line.

To Glasgow.—Airthria, Jan. 5; Kastalia, Jan. 18—both Anchor-Donaldson.

To Gothenburg.—Gripsholm, Swedish-American Line, Jan. 6.

To St. John's, Nfld.—Nova Scotia, Dec. 24; Newfoundland, Jan. 25—both Furness, Withy; Silvia, Dec. 17, 31, and Jan. 14; Rosalind, Dec. 24, Jan. 7 and 21—both Furness-Red Cross Line; Farnorth (also calls at North Sydney), Farquhar SS., Dec. 20, Jan. 3 and 17.

To St. Pierre-Miquelon.—Farnorth, Dec. 20, Jan. 3 and 17; Sambro, Dec. 22 and Jan. 9; Fernfield, Dec. 24, Jan. 7 and 21—all Farquhar SS.

To South American Ports.—Canadian Pathfinder, Dec. 20; Canadian Skirmisher, Jan. 20—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Dec. 27; Lady Hawkins, Jan. 10; Lady Drake, Jan. 24—all Canadian National; Peter Maersk, Dec. 15; Agnete Maersk, Dec. 31; a steamer, Jan. 16—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Somers, Dec. 21 and Jan. 18; Cathcart (does not call at Bermuda or Nassau), Dec. 28 and Jan. 25; Lady Rodney, Jan. 4; Cavelier (does not call at Bermuda or Nassau), Jan. 11—all Canadian National.

To Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Champlain (calls at St. Vincent, Grenada and Tobago), Dec. 19; Colborne (calls at St. Vincent, Grenada and Tobago), Jan. 2; Cornwallis, Jan. 16—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Dec. 25 and Jan. 22; Ottar (also calls at Montego Bay and other Jamaica outports), Jan. 8—both Pickford & Black.

To Australian Ports.—A steamer, New Zealand Shipping Co., Dec. 15; Canadian Britisher, Dec. 31; Canadian Cruiser, Jan. 15—both Canadian National.

To New Zealand Ports.—Canadian Challenger, Dec. 24 (also calls at Bluff); Canadian Explorer, Jan. 28—both Canadian National.

From St. John

To Avonmouth, Cardiff and Swansea.—Vardulia, Dec. 21; Salacia, Jan. 18—both Anchor-Donaldson.

To Belfast and Dublin.—Lord Antrim, Dec. 20 (cargo accepted for Londonderry and Cork); Carrigan Head, Jan. 10—both Head Line.

To Glasgow.—Beaverburn, Canadian Pacific, Dec. 27 and Jan. 24; Airthria, Jan. 4; Kastalia, Jan. 17—both Anchor-Donaldson.

To Hull.—Incemore, Dec. 27; Valemore, Jan. 10—both Furness Line.

To Liverpool.—Duchess of York, Dec. 8 and Jan. 17; Beaverburn, Dec. 27; Montrose, Jan. 3; Duchess of Richmond, Jan. 10; Melita, Jan. 24—all Canadian Pacific.

To London.—Beaverhill, Dec. 20 and Jan. 24; Metagama, Dec. 27; Beaverbrae, Jan. 3; Beaverford, Jan. 10; Beaverdale, Jan. 17—all Canadian Pacific; Incemore, Dec. 27; Valemore, Jan. 10—both Furness Line.

To Manchester.—Manchester Producer, Dec. 26; Manchester Regiment, Jan. 8—both Manchester Line.

To Antwerp.—Beaverhill, Dec. 20 and Jan. 24; Metagama, Dec. 27; Beaverford, Jan. 10—all Canadian Pacific; Laval County, Dec. 24; Kings County, Jan. 4; Grey County, Jan. 18—all County Line.

To Copenhagen and Baltic Ports.—Svanhild, Scandinavian-American Line, about Dec. 15.

To Hamburg.—Beaverdale, Canadian Pacific, Jan. 17; Kent County, Dec. 30; Labelle County, Jan. 7—both County Line.

To South France and Italian Ports.—Valfiorita, Lloyd-Mediterraneo Italian Service, Jan. 15.

To Havre.—Kings County, Jan. 4; Grey County, Jan. 18—both County Line.

To Rotterdam.—York County, Dec. 30; Hada County, Jan. 11—both County Line.

To South African Ports.—Wirral (also calls at West Africa), Elder Dempster, Dec. 27.

To Port Said, Suez, Port Sudan, Aden, Mombassa, Kilindini, Tanga, Dar-es-Salaam, Madras, Rangoon and Calcutta.—City of Worcester, Dec. 23; City of Agra, Jan. 23—both American and Indian Steamship Line (cargo accepted for Zanzibar and other ports as required).

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Dec. 19; Lady Hawkins, Jan. 2; Lady Drake, Jan. 16—all Canadian National; Agnete Maersk, Dec. 23; a steamer, Jan. 6; Peter Maersk, Jan. 20—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Russia, Dec. 21; Empress of Asia, Jan. 11—both Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Tyndareus, Blue Funnel, Jan. 7.

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Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
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MISCELLANEOUS

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Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report, (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
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PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

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Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
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PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
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COMMERCIAL INTELLIGENCE SERVICE

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service : C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each); $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, December 21, 1929 No. 1351

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FOREIGN TRADE OF MEXICO, 1928

C. Noël Wilde, Canadian Trade Commissioner

IV*

Imports: Raw or Semi-manufactured Products

[Note.—In the following report all values are given in Mexican currency, the par value of the peso being 49·85 cents Canadian currency. Where weights are given in tons, metric tons of 2,204·6 pounds are referred to.]

This classification is intended to include such raw materials as are imported in the raw state for manufacture, or products which, although partly manufactured, require further elaboration before being put to their final uses. As such, the totals are frequently taken as a guide to the development of Mexico as an industrial country. Deductions made on this basis, however, must be accepted without reserve, as many of the manufactured materials are really required for use in industry; on the other hand, many of the "raw materials" included in this section may be used without further manufacture.

* The first three sections of this report, embracing a general statement on the trade of Mexico, and consideration of the imports of animals and food and drink, were published in our last issue.

An analysis of the statistics shows that the total imports of "raw or semi-manufactured materials" are made up as follows:—

	1925	1927	1928
Mineral oils	$12,787,277	$19,474,372	$10,976,048
Timber	9,297,165	10,376,387	7,623,944
Wool	3,845,934	3,624,667	3,155,501
Metals	1,556,656	2,154,255	1,526,104
Sand, clay, etc.	1,139,175	1,354,774	1,548,557
Animal oils	1,162,119	1,170,882	1,488,522
Coal	1,151,097	2,504,951	1,386,046
Fibres, sundry	2,212,737	1,940,621	1,212,872
Paper pulp	957,041	1,754,228	1,165,390
Seeds, etc., for mfg. purposes	474,375	739,410	811,176
Lime and cement	914,514	959,465	760,735
Sulphur	413,582	974,830	747,813
Resins, gums, etc.	612,339	623,094	663,672
Hops	650,131	933,224	609,375
Plants, seeds, and flowers, etc.	425,225	591,512	610,349
Fertilizers	127,768	321,635	448,319
Yeast	297,255	344,186	364,932
Silk	447,365	323,986	288,692
Cotton	318,965	183,413	206,777
Sundry	3,557,236	4,149,684	5,086,171
Total	$42,347,956	$54,499,567	$40,680,995

It will be seen that there are reductions in imports of mineral oils, timber, wool, metals, lime and cement, hops, silk, cotton, and fibres; increases have taken place in pulp, coals, seeds, sulphur, resins and gums, flowers, fertilizers, animal fats, sand and clay, and yeast. Further details are given below:—

Mineral Oils (1925, $12,787,277; 1928, $10,976,048).—The item is made up as follows:—

	1925	1928
Crude oil	$ 3,095,405	$ 2,569,835
Gasolene	1,703,285	2,268,646
Lubricating oil	2,397,492	2,227,090
Mineral wax and paraffin	994,989	1,628,208
Fuel oil	1,828,059	716,750
Gas oil	1,552,903	464,463
Sundries	1,215,144	1,101,056
	$12,787,277	$10,976,048

The principal decreases have been noted in crude oil, fuel oil, and gas oil. These reflect the reduced operations of the oil companies, which formerly imported large quantities of petroleum for refining purposes. This item is of no interest to Canada, which does not produce crude oil on a scale sufficient to allow of export.

Timber (1925, $9,297,165; 1928, $7,623,944).—The imports represent principally timber for construction purposes, although small quantities of cork ($300,000) and plywood ($100,000) are included. The country of origin is almost exclusively the United States, timber arriving from both the Pacific and Southern States; the former is largely Douglas fir (Oregon pine), and the latter long leaf yellow pine, which is shipped in large quantities to the Gulf Coast ports. There is an excellent opportunity for Canadian exporters in the shipment of Douglas fir from the Pacific Coast, and small quantities have arrived during the past two years. It has been ascertained that the quality of British Columbia timbers is satisfactory, and prices are competitive. The principal influence which has operated against a much larger volume of business has been one of terms: Canadian exporters generally require letters of credit, whereas their competitors will grant credit up to ninety days. If this problem could be solved, there appears to be little doubt that Canadian exports of construction timber could be increased many times over.

Wool (1925, $3,845,934; 1928, $3,155,501).—This represents principally imports of carded wool, which comes from Great Britain and France. It is used in the manufacture of blankets, clothing, etc. The item is of no interest to Canadian exporters.

Metals (1925, $1,556,656; 1928, $1,526,104).—This item is made up of copper in ingots and bars, tin, iron and steel in ingots, scrap iron, lead, type metal, zinc in ingots, sheets or powder, and small quantities of other metals for industrial uses. It is doubtful whether Canada could compete in any of these products.

Sand, Clay, etc. (1925, $1,139,175; 1928, $1,548,557).—The item includes sands, clays, refractory earths, "Tripoli," rotten stone and rock asphalt. It is of no interest to Canadian exporters.

Animal Oils (1925, $1,162,119; 1928, $1,488,522).—No details are given which would enable an analysis of this item to be made. It represents imports for industrial purposes such as soap making, and the principal source of supply is the United States; Norway, New Zealand, and Australia also supply substantial quantities. There is an opportunity for Canada in the supply of hardened whale oil, which at present comes from Norway.

Coal (1925, $1,151,097; 1928, $1,386,046).—Mexico is not a large coal-consuming country so far as domestic use is concerned. There are coal mines in the country which are operated on a small scale, but the product is inferior in quality, and the bulk of the requirements are imported. It is used for bunker purposes, and in the steel industry, and there is a limited demand for other purposes. Canada supplied fair quantities in the past, but for some years she appears to have abandoned the trade.

Fibres, Sundry (1925, $2,212,737; 1928, $1,212,876).—The item is made up as follows:—

	1925	1928
Jute, etc.	$1,593,352	$1,140,985
Flax	79,388	43,167
Artificial silk	539,997	28,720
	$2,212,737	$1,212,872

Jute is imported principally from British India, and is used in the manufacture of bags and sacks for the coffee and sugar trades. Flax is used for the manufacture of linen; this, however, is a declining industry, cotton having come into use in recent years as a substitute. With regard to artificial silk, the figures are misleading, apparently due to changes in classification, as it is known that the manufacture of artificial silk is increasing in Mexico, and there is a substantial demand for the raw material; for further details reference should be made to the heading "Manufactured Products" in this issue, under the sub-heading of "Textiles".

Paper Pulp (1925, $957,041; 1928, $1,165,390).—There are some half-dozen paper mills in Mexico, one of which operates on a large scale. As the duties on paper products are high, the business should continue to increase. Mechanical wood pulp is produced locally, but chemical pulps are imported, the principal sources of supply being Norway, Sweden, and Czechoslovakia. Canadian pulp has been imported in the past, and the quality is stated to be entirely satisfactory; the trade only ceased when prices became non-competive some three years ago. This situation now appears to be changing, and it is probable that Canada will again be able to enter the market in the near future. Present prices are $89 bleached and $64 easy bleaching sulphite pulp, delivered c.i.f. Mexican ports.

Seeds, etc., for Manufacturing Purposes (1925, $474,875; 1928, $811,172).—No details are given which would enable an analysis of the item to be made. It appears to consist of such products as cotton seed, coconuts, copra, etc., which are used for the purpose of extracting the oil for industrial purposes. The chief countries of origin are the French possessions in Oceania, which supply more than one-half of the total.

Lime and Cement (1925, $914,514; 1928, $760,735).—There is a large industry in Mexico devoted to the manufacture of cement, and the high rates of duty prevent competition in the interior. In the neighbourhood of the sea-coast and on the international border, however, the expense of local railway freights cancels this advantage, and it has been found possible to import cement from the United States, Great Britain, Sweden, and Canada on a limited scale.

Sulphur (1925, $413,582; 1928, $747,813).—There are large deposits of sulphur in the country, and this was formerly an important article of export. For many years, however, the business has declined, and Mexico now obtains practically all her requirements from Texas.

Resins, Gums, etc. (1925, $612,339; 1928, $663,672).—The principal item consists of pine tar, which is used for refining metals by the flotation process. Other products included in this classification are turpentine, resin, vegetable wax, and balsam. In no case can Canada compete.

Hops (1925, $650,131; 1928, $609,375).—These are imported on a large scale for use in the brewing industry. Two-thirds of the supplies come from the United States, and one-third is attributed to Germany, though the real source is the Saaz district of Czechoslovakia. Hops from the latter country are preferred on account of the greater content of the essential oil which gives them their value in the manufacture of beer. There might be an opportunity for British Columbia hops in competition with the American product, although the question of terms of credit is likely to form a difficulty; at present exporters grant from 90 to 180 days, and some breweries are even in a position to buy on open account.

Plants, Seeds, and Flowers (1925, $425,225; 1928, $610,349).—The item includes seeds for horticulture and agriculture, natural flowers, moss, and live plants. No details are given, but it represents a large variety of these products from practically all countries. It is only under exceptional circumstances that Canada is in a position to compete, although she has supplied small quantities of seeds for experimental purposes in the past, and has also provided apple trees to local growers. Her most favourable opportunity appears to be in connection with seed potatoes, which are referred to earlier in this report.

Yeast (1925, $297,255; 1928, $364,932).—Compressed yeast is used in the baking industry, which is carried on in public bakeries—practically no bread is made by householders in Mexico. The whole of the supplies come from the United States.

Silk, Raw (1925, $447,365; 1928, $288,692).—The fall in imports reflects the decreased use of silk for clothing purposes, this product being gradually abandoned in favour of artificial silk. The principal sources of supply are the United States and Japan.

Cotton (1925, $318,965; 1928, $206,777).—The greater part of the raw cotton consumed in the Mexican mills is of local production. Imports take place in periods of short harvest, and to a certain extent for mixing purposes. The item is of no interest to Canada.

Sundry (1925, $3,557,236; 1928, $5,086,171).—Among the products included in this classification are hides, mother of pearl, bones, furs, forage, bran, rubber, tobacco, precious stones, asbestos, gypsum, animal charcoal, animal wax, sponges, stearine, vegetable ivory, various vegetable oils and waxes, shoe polish, vaseline, and glass wool. The only items in which Canada can compete are asbestos and shoe polish. The former has been supplied by the Dominion in substantial quantities during the past three years for the purpose of making roofing tiles; no attempt appears to have been made to introduce the latter.

Manufactured Products

This is by far the largest classification in the Mexican import statistics, forming by itself over two-thirds of the total. The items are so varied that they may be used as an index to the prosperity of the country. Imports of manufactured products in 1925 were valued at $269,649,585; in 1926 at $255,015,851; in 1927 at $225,919,508; and in 1928 at $256,374,725.

These indicate that after reaching a maximum in 1925 there was a decline for two years, when a slight recovery took place; this closely corresponds to the general impression among business men as to the progress of Mexico during the same period.

The imports of manufactured products may be classified for the purposes of this report as follows:—

	1925	1927	1928
Machinery and tools	$ 48,595,031	$ 49,613,983	$ 57,285,447
Textiles and clothing	61,343,091	41,116,772	46,635,763
Metallic manufactures	41,747,211	39,591,225	40,283,130
Vehicles	28,906,381	18,257,934	28,500,641
Chemical products	26,037,813	25,475,655	27,023,424
Paper and products	10,514,185	8,806,148	9,317,883
Rubber goods	10,128,924	8,112,071	8,793,673
Leather products	7,727,941	5,625,033	5,869,068
Earthenware and glass	7,748,614	5,368,810	5,736,859
Wood, manufactures of	5,027,835	5,723,697	5,613,941
Arms and explosives	5,046,108	4,730,744	5,110,548
Tobacco	296,999	230,683	171,068
Sundries	16,529,452	14,273,783	16,033,280
	$269,649,585	$226,926,538	$256,374,725

It will be observed that the largest single item is that of machinery and tools, which forms more than one-fifth of the total; if metallic manufactures and vehicles were included, these would amount to nearly 50 per cent of the total. The next in order of importance is textiles, which account for one-sixth. These figures illustrate the fact that, although Mexico has large iron works and cotton mills, she is still far from being an industrial country and has to rely largely upon imports to supply the bulk of her requirements in manufactured goods of these kinds. Increases in the tariff, designed to act as a check upon the introduction of foreign commodities, have undoubtedly acted as a stimulus to domestic production.

It is impossible in the following analysis to provide full details of all commodities included in the above classifications. The briefest possible reference will therefore be made to those which are not of interest to Canadian exporters; on the other hand, where Canada is a manufacturer of similar commodities, additional particulars are presented which will enable a judgment to be formed as to the possibilities of securing a portion of the trade.

MACHINERY AND TOOLS

This item is made up of the following:—

	1925	1927	1928
Machinery, n.o.s.	$40,386,813	$41,396,046	$47,408,343
Tools	6,049,578	4,881,192	5,250,646
Electrical equipment	2,158,640	2,359,576	3,236,638
Agricultural machinery	.....	977,169	1,389,820
	$48,595,031	$49,613,983	$57,285,447

Machinery, n.o.s. (1925, $40,386,813; 1928, $47,408,343).—With the exception of some $500,000, the whole of this item is included in the general heading of "machines of all kinds for industry, agriculture, mining and the arts, and small parts or repair parts for same." Three-quarters of the total comes from the United States, 9 per cent from Germany, and 7 per cent from Great Britain.

There is a demand for mining and textile machinery, and for all kinds of machinery used in railway shops and factories. Prime movers are usually operated by electricity or oil, though steam engines are in use to a lesser degree. There has recently been a fair demand for road-making machinery for use in the extensive schemes of highway construction now being carried out by the Government. The market for agricultural machinery is depressed, although the Bank of Agricultural Credit is endeavouring to educate the peon cultivator up to its use in its simpler forms. There is a small demand for saw-mill and wood-working machinery, and oil or gasolene engines enjoy a fair sale. Canadian firms have not been successful in the sparodic efforts that have been made to secure a share of the market for the latter, owing partly to the lack of showrooms where the products can be demonstrated, and to unwillingness to grant credits on the same favourable terms as competitors.

Tools (1925, $6,049,578; 1928, $5,250,646).—In this case also no details are given beyond a division into "tools for agriculture" ($2,246,652) and "tools for artisans" ($3,003,394). The former includes ploughs of one or two shares, and other tools for the purposes of levelling the land. Investigation shows that Canadian prices are slightly on the high side, but vigorous efforts should enable her to secure a larger share of the trade than is now enjoyed. The United States and Germany at present secure about 95 per cent of the total imports.

Electrical Equipment (1925, $2,158,640; 1928, $3,236,638).—This item includes only such articles as lamps, globes for the manufacture of same, commutators, contacts, fuses, batteries, switch panels, and similar minor equipment for electrical installation. Although Canada is a manufacturer of such equipment, a recent detailed investigation indicated that prices were, as a general rule, about 15 per cent too high. Valuable orders in a few cases, where the special qualities of her product were such as to counterbalance the higher cost, have been secured; it thus seems possible that in the future a more substantial share of the trade may be obtained.

Agricultural Machinery (1925, *nil;* 1928, $1,389,820).—The classification is a misnomer, as it refers only to tractors for agricultural use. The actual numbers imported (all from the United States) were: 1926, 1,352; 1927, 731; 1928, 608.

Textiles and Clothing.—The classification includes the following items:—

	1925	1927	1928
Woollen yarn	$ 806,287	$ 467,593	$ 772,442
Silk or artificial silk thread	458,987	837,588	2,476,864
Cotton thread	5,907,129	6,087,984	6,208,718
Jute yarn	29,658	.....	1
Linen thread	164,312	189,062	199,028
Rope and twine	629,945	423,575	368,123
Piece goods, etc.—			
Woollen	3,894,748	2,971,310	3,382,869
Silk	5,057,371	4,751,917	6,363,337
Cotton	19,965,545	10,263,930	12,839,288
Jute	1,592,002	1,576,172	1,131,768
Linen	518,760	586,623	196,937
Laces, embroidery, etc.	4,745,483	2,478,058	2,490,878
"Boneteria"	6,419,200	3,733,595	3,589,182
Hats, women's	232,605	106,579	71,688
Hats, men's	2,507,016	1,308,674	1,563,225
Underwear, etc.	1,805,702	1,324,351	1,046,571
Clothing, ready-made	2,619,225	1,682,526	1,545,191
Sundries	3,989,096	2,327,235	2,389,653
	$61,343,091	$41,116,772	$46,635,763

The textile industry is one of the largest in Mexico; according to official statistics there are 169 mills in the country devoted to the production of cotton goods, with an annual output of a value of $55,000,000 Canadian currency.

There is no export trade, so that it would appear that the total consumption of textiles is in the neighbourhood of $80,000,000 Canadian currency per annum. Domestic production is of a very varied character, consisting of practically all kinds of piece goods, shirtings, *manta* (a coarse cotton worn by the peon), stockings, underwear, canvas, etc. Shirtings are of high quality and have improved very much recently—in fact, whereas only a few years ago there was nothing made higher than thirty count, qualities as high as eighties are now being produced. Two of the leading mills in the country have been entirely remodelling during the past twelve months, and are now in a position to turn out goods equal to those imported. There is only one linen mill in the country, and the demand for its products is decreasing; it is stated that it is only a question of time before the industry will disappear on account of the substitution of cotton and the high price of flax. There is an increasing industry devoted to the production of artificial silk goods, and artificial silk and cotton mixtures; this will be seen by the statistics of artificial silk thread imported.

The following are brief details of the items mentioned above:—

Woollen Yarn (1925, $806,287; 1928, $772,442).—The principal sources of supply are Germany and Great Britain; small quantities also come from France and the United States.

Silk or Artificial Silk Thread (1925, $458,987; 1928, $2,476,864).—The increase is almost wholly due to artificial silk, which is imported for the local manufacture of piece goods, underwear, stockings, etc. The principal sources of supply are Germany, the United States, Great Britain, Switzerland, and Italy. It is reported that supplies from the last-named are somewhat inferior in quality, and the tendency is to turn to other countries. Efforts have been made to obtain artificial silk yarn from Canada, but so far without success.

Cotton Thread (1925, $5,907,129; 1928, $6,208,718).—The imports are almost entirely in the hands of English firms which have a world-wide organization, and with which other countries find it difficult to compete.

Jute Yarn (1925, $29,658; 1928, $1).—The statistics are of no importance, and apparently represent changes in classification. A large amount of jute is imported for manufacture into bags, to which reference is made under the heading of "Raw and Semi-manufactured Products."

Linen Thread (1925, $164,312; 1928, $199,028).—The imports come from Germany, the United States, France, and Great Britain. The item is of no interest to Canada.

Rope and Twine (1925, $629,965; 1928, $368,123).—Mexico is a large producer of rope and cordage, which is satisfactory for the majority of purposes. The imports represent requirements for special use, and come from Germany, Italy, the United States, Austria, and Spain; a small quantity is also supplied by Canada.

Piece Goods, Woollen (1925, $3,894,748; 1928, $3,382,869).—The item represents imports of woollen dress goods, piece goods, carpets, shawls, blankets, and "camel hair" or similar belting for machinery. The principal sources of supply are France and Great Britain, the former being said to export the highest qualities of dress goods. Machinery belting is supplied by Austria, the United States, Germany, and Great Britain, the value of the imports in 1928 amounting to $104,798.

Piece Goods, Silk (1925, $5,057,371; 1928, $6,363,337).—This item includes all kinds of silk and artificial silk piece goods, dress lengths, shawls, velvets, carpets, and handkerchiefs. The United States, Great Britain, France, and Japan are the principal sources of supply.

Piece Goods, Cotton (1925, $19,965,545; 1928, $12,839,288).—As will be seen, this forms by far the largest single item of import under the heading of

textiles. The variety of goods is too great to mention in detail, but it may be said that practically all kinds of cotton goods are in demand and are supplied from all countries which produce them. A large part of the consumption is provided by local mills, as mentioned earlier in this report. Canada supplies a considerable quantity of cotton duck, but in dress goods, shirtings, etc., it would appear that she would have difficulty in competing with the highly organized mills of the Manchester district, and the United States.

Jute Piece Goods, etc. (1925, $1,592,002; 1928, $1,131,768).—This refers to rough sackcloth, bags, and also carpets made from jute and similar fibres. They come principally from the United States, and compete with the products of the local factories as referred to under the heading of "Raw and Semi-manufactured Products." The item is of no interest to Canada.

Linen Piece Goods, etc. (1925, $518,760; 1928, $196,937).—Imports are declining on account of the decreased use of linen as clothing and the substitution of artificial silk or cotton. There is no doubt that this tendency will continue as far as clothing is concerned, although the demand is likely to continue for table linen, bed linen, and other minor purposes. The principal sources of supply are Great Britain, the United States, France, and Belgium.

Laces, Embroideries, etc. (1925, $4,745,483; 1928, $2,490,878).—This includes all kinds of laces, embroidery work, belts, ribbons, etc., of all kinds of textiles. In the past Nottingham laces were in demand for curtains and other purposes, but of recent years these have been largely abandoned in favour of Swiss embroideries. France, Great Britain, and Germany are also important sources of supply. It does not appear that Canada is in a position to compete.

"Boneteria" (1925, $6,419,200; 1928, $3,589,182).—This term (which has no exact equivalent in English) refers to a variety of textile manufactures woven in a manner similar to "stockinette." It includes stockings, socks, gloves, etc., and general "haberdashery" of this character. Large quantities come from Germany, the United States, France, and Great Britain, and the market is worthy of investigation by Canadian exporters who are in a position to supply such goods.

Hats, Women's (1925, $232,605; 1928, $71,688).—This includes both hat shapes and hats; the two main sources of supply are France and the United States. Recent investigations indicate that Canada can compete in ladies' felt hats.

Hats, Men's (1925, $2,507,016; 1928, $1,563,225).—As in the case of the last item, this includes both hats and hat shapes; it also includes caps and other headwear for men for special purposes. The most popular foreign hat is the ordinary soft felt, which is imported from the United States, Great Britain, and Italy; there is also a domestic industry devoted to the production of felt and straw hats, but the quality is somewhat inferior to the foreign article, except in cases where the hat shapes are imported and merely finished in Mexico. Most of the well-known American, and two English makes, are on sale, and one well-known Italian product enjoys a fair demand. Recent investigations tend to show that Canadian felt hats are in a position to compete without difficulty in both quality and price.

Underwear, etc. (1925, $1,805,702; 1926, $1,046,571).—The item includes underwear, collars, cuffs, handkerchiefs, and bedspreads of all kinds of textiles. The tendency is for the imports to decrease in connection with the first-named on account of local manufacture, and this applies more especially to underwear of the coarser counts. The principal source of supply is the United States, although handkerchiefs are supplied largely by Great Britain.

Clothing, Ready-made (1925, $2,619,225; 1928, $1,545,191).—As will be seen, the imports also tend to decrease, for the same reasons mentioned in the last item. Both women's and men's ready-made clothing is imported, principally from the United States, although France supplies a fair quantity of the former for the high-class trade. A number of well-known brands of men's "ready-to-wear" suits are on sale throughout the country, and there is a good demand for these, more especially in the larger cities. As a rule, the materials are precisely the same as worn in Canada, light clothing or duck being unnecessary except in the "hot country".

Sundries (1925, $3,989,096; 1928, $2,389,653).—This includes a great variety of articles which contain textile materials, such as fans, belts, suspenders, corsets, ties, umbrellas and sunshades, elastic webbing, church ornaments, artificial flowers, etc.

METALLIC MANUFACTURES

The classification comprises the following:—

Iron and steel manufactures	$26,165,389	$23,208,679	$22,656,731
Iron and steel, forged, drawn, etc.	9,183,215	9,113,119	10,077,035
Copper manufactures	5,461,585	6,239,523	6,229,472
Tin manufactures	348,918	304,831	340,117
Aluminum manufactures	341,198	483,405	717,434
Lead manufactures	123,888	104,770	96,391
Zinc manufactures	123,018	136,898	165,950
	$41,747,211	$39,591,225	$40,283,130

Iron and Steel Manufactures (1925, $26,165,389; 1928, $22,656,731).—The item comprises a large variety of products which are not included in the classifications of machinery, tools, vehicles, etc. Among the more important may be mentioned bedsteads, office safes, pins, enamelled ware, bars, rope, drums, chains, nails, piping, stoves, poles, rails, and fastenings. In general, it may be said that the manufacture of steel and iron products in their simpler forms is a well-established industry in Mexico; it is protected by a high tariff, and of recent years it has been found difficult for foreign countries to compete in a number of articles, where the duties amount to more than $20, Canadian currency, per ton, as in the case of nails and screws (the general tariff on sundry manufactures n.o.s. is equal to $10 per ton).

With regard to bedsteads and spring mattresses for these, they are imported to the value of $100,000, Mexican currency, per annum. There is a fairly substantial local industry, the raw material (tubing and wire) being imported from the United States and England. The duty on iron bedsteads is equal to 11½ cents, Canadian currency, per pound.

Office safes also are imported to the value of about $100,000, Mexican currency, per annum, practically all coming from the United States.

Pins are imported from the United States, Germany and England.

Enamel ware is an important item, the average value of imports exceeding $1,000,000, Mexican currency, per annum. Germany is the principal source of supply, but the quality is said to be somewhat inferior; it, however, has the advantage of being light in weight, and thus pays a lower duty than the heavier products of other countries. Enamelware from Great Britain is high in quality, but is reported to be of excessive weight, and thus is too expensive for the average buyer. Sweden produces a good quality at a fair price, and enamelware from the United States is popular. Canada has also had a small share of the trade, more especially in refrigerators, but in household utensils her prices are slightly on the high side; there would be a good opportunity in such products if they could be made in a light weight, with first-class finish, as this appears to be the type for which a large demand could be created.

Bars and rope are imported to the extent of about $700,000, Mexican currency, per annum, principally from the United States. It is doubtful if Canada can compete under present conditions.

Drums and barrels (empty) come from the United States and Germany to the value of some $800,000 per annum. Chains also come from the United States, but the value is small.

Nails, screws, etc., are imported to the value of over 1,000,000 pesos per annum, but the trade in the first-named is rapidly ceasing, owing to local manufacture, which is protected to the extent of some 9 cents per pound, Canadian currency. Under this high tariff a large number of small nail factories were established, but internal competition quickly eliminated the weaker ones; the same competition reduced prices from 70 centavos to 30 centavos a kilogram, so that the present cost of nails is now actually below the duty charged on foreign imports. It thus appears that in this particular direction there is little chance of competition from Canadian sources. In special screws, bolts and nuts, there are possibilities, but the high duties on these, and keen competition from the United States are factors difficult to overcome.

Piping is imported to the extent of about 26,400 tons a year, most of it being classified as under 15 centimeters (6 inches) in diameter. It is used for water supply, household plumbing, etc., and comes principally from the United States, Great Britain and Germany. Efforts have been made to introduce Canadian piping with a fair measure of success, the value of the imports during 1928 from this source amounting to $20,000; the principal difficulty is found in competition of cheap galvanized pipes from German sources, especially in the smaller sizes.

Containers of tin plate are imported from the United States to the value of about $100,000 per annum.

Stoves and heaters are imported to the value of $600,000 per annum, these consisting principally of cooking ranges for electricity, oil, etc. There are no gas stoves in use, and very few for use with coal, as these two fuels are almost unknown in Mexico for household purposes. It has been found that Canadian prices are about 15 per cent too high to permit competition, though there is an excellent demand if quotations could be reduced and suitable terms of credit given.

Posts, rails and fastenings are imported to a limited extent only, local supplies being cheaper and more easily obtainable. In 1928, 6,475 tons of rails entered Mexico, practically all from the United States.

Iron and Steel, Forged, Drawn, etc. (1925, $9,183,215; 1928, $10,077,035).—This item comprises wire, fencing, rolled joists or I-beams, plates, sheets, tin plate, and similar products. In general, there are opportunities for Canadian manufactures, but competition is keen, and stocks would have to be kept in the country for immediate supply. Most of the supplies come from the United States, though Germany and Great Britain also export to Mexico.

Copper Manufactures (1925, $5,461,585; 1928, $6,229,472).—These consist of copper wire for electric installations, brass pins, brass pipes, sheets, and brass bedsteads. Canada exports to a small extent, but the principal source of supply is the United States and Great Britain.

Tin Manufactures (1925, $348,918; 1928, $340,117).—The item is unimportant, and no details are given which would enable an analysis to be made.

Aluminium Manufactures (1925, $341,198; 1928, $717,434).—The principal item is aluminium cable for electrical purposes, which is supplied to a large extent by Canada.

Other items are bars, tubes and sheets, and aluminium utensils for household use. The last-named are in increasing demand, and come from the United

States and Germany. Canadian exporters have made an effort to enter the market; the quality is reported to be excellent, but the limited range of products, so far as offered, has operated to prevent orders.

Lead Manufactures (1925, $123,888; 1928, $96,391).—As will be seen, the imports are quite unimportant; they consist of small amounts of lead tubing and pipes, sheets, etc., and come from the United States and Great Britain.

Zinc Manufactures (1925, $123,018; 1928, $165,950).—The imports consist of zinc in sheets for engraving purposes, and in perforated sheets for the reduction of metallic ores. The United States is the principal source of supply.

VEHICLES

This classification is divided into the following items:—

	1925	1927	1928
Railway cars and equipment	$ 3,907,604	$ 2,970,022	$ 1,898,878
Automobiles and trucks	23,256,742	14,333,554	24,787,935
Vehicles, n.o.s.	982,285	403,637	421,096
Bicycles	526,821	368,698	404,210
Vessels and aeroplanes	138,083	123,112	913,613
Motor cycles	94,846	58,911	74,909
	$28,906,381	$18,257,934	$28,500,641

Railway Cars and Equipment (1925, $3,907,604; 1928, $1,898,878).—These come overwhelmingly from the United States, and are required for replacements on the national railways and other lines. So far, Canada has not appeared in the market.

Automobiles and Trucks.—As will be seen, this forms by far the most important item in the classification of vehicles. The use of both the passenger automobile and the motor truck is increasing rapidly in Mexico; the latest statistics give the following figures of such vehicles in use: automobiles, 43,305; motor buses, 5,344; motor trucks, 9,574; but these are for the year 1926, and there is no doubt that at present the number much exceeds these figures. Of light automobiles, the Ford and Chevrolet are most popular, and divide between them the large "taxi" business of the country. In a higher grade, Buicks and Chryslers are well known, and practically every kind of American car is also seen in lesser numbers. Very few European automobiles are in use, though a light French car is fairly popular, and until recently an Italian car met with a fair demand. Canadian cars are well known, and where used have been found highly satisfactory, being considered somewhat better finished both as to machinery and body than similar cars from other countries. Motor trucks and buses come from the United States, with a few from Germany; they are usually imported without bodies, these being manufactured locally to the customers' requirements. Two United States manufacturers, however, export the complete vehicle, but the price of these is expensive on account of the higher duties. So far, Canada has not succeeded in exporting motor trucks to Mexico on account of the necessity of having demonstration cars on exhibition and show-rooms where they can be displayed.

Vehicles, n.o.s. (1925, $982,285; 1928, $421,096).—The imports, which are decreasing, represent principally vehicles and parts for agricultural and commercial purposes. The source of supply is the United States, although small quantities have recently come from Canada.

Bicycles (1925, $526,821; 1928, $404,710).—These come in almost equal quantities from Great Britain and the United States. Canada has not attempted to compete.

Vessels and Aeroplanes (1925, $138,083; 1928, $913,613).—The great increase is due to the imports of aeroplanes, of which none were imported in

1925, as compared with thirty-one in 1928. Of these, twelve came from Great Britain, and the remainder from the United States, the former being purchased for military purposes. There appears to be no doubt that Mexico is becoming "air-minded," and it is highly probable that the demand will increase in the future for both private and public use. As far as private aeroplanes are concerned, it is said that there are about a dozen to fifteen privately-owned machines in the country. The introduction of these on a wider scale is bound to be a matter of time, but the market appears to be worthy of attention by Canadian manufacturers with an eye to the future.

The imports of vessels are negligible, and amount to about $100,000 per annum in value.

Motor Bicycles (1925, $94,846; 1928, $74,909).—The imports represent principally motor cycles for the use of the traffic police in the large cities, more especially in the capital. There is little demand for such machines for private use, a cheap automobile being preferred by all who can afford it. Practically all imports are from the United States.

CHEMICAL PRODUCTS

An analysis of this item shows that it is divided into the following:—

	1925	1927	1928
Industrial chemicals, etc.	$10,955,151	$12,845,579	$14,572,239
Medicinal compounds	5,988,394	5,168,011	5,429,330
Colours, paints and varnishes	4,242,562	4,119,764	4,441,022
Perfumery and cosmetics	1,770,347	1,482,640	1,641,754
Soap	2,897,284	1,677,860	815,925
Starch	163,675	166,084	109,848
Candles	20,400	615,717	13,306
	$26,037,813	$25,475,655	$27,023,424

Industrial Chemicals.—This comprises a very large number of items, representing crude chemicals for mining and manufacturing and agricultural purposes, and also for conversion into medicinal compounds. It also includes a number of products used in medical practice, such as bacteriological cultures, serums, etc. It is impossible to give details in all cases, but among the more important are the following (values represent imports in 1928): alkaline cyanides, $3,387,782; caustic soda, potash, $1,462,602; ether, $1,243,945; industrial salts and oxides, n.o.s., $740,100; nitrates of sodium and potassium, $695,969; carbonates of potassium, $654,375; carbide of calcium, $642,559; hypodermic solutions, $571,047; arsenous acids, $500,045; bacteriological cultures, $512,131.

Alkaline cyanides are used in the reduction of metallic ores, and come from Canada to the extent of 75 per cent of the total imports. Smaller quantities come from the United States and Great Britain.

Caustic soda and potash are used in the manufacture of soap, and for other industrial purposes. The imports are largely in the hands of one large trust, and come from Great Britain and the United States. Canada does not appear to be in a position to compete.

Ether is used in a number of industries, and also for surgical purposes. The principal source of supply is the United States, with Germany, Holland, Italy and France sending smaller quantities.

Industrial salts and oxides, n.o.s., comprise a number of items which cannot be analyzed.

Nitrates of sodium and potassium, or "salitre," comes principally in the form of Chilean nitrate, which is widely used as a fertilizer.

Carbonates of sodium and potassium come from Great Britain and the United States.

Carbide of calcium, used in the mines and for the manufacture of acetylene gas, is imported from Canada and the United States.

Hypodermic solutions, for use in medical work, are very largely used in Mexico, and come from Germany, the United States and Italy.

Arsenous acid comes from the United States and Japan.

Bacteriological cultures come from the United States, Germany and Italy.

Among other items of importance listed under this heading are glycerine, sulphuric acid, carbonic acid, acetic acid, ammonia, disinfectants, taninng extracts, phosphorus, hyposulphite of soda, copper sulphate, and printing and writing ink.

Medicinal Compounds.—This comprises all medical preparations, patent medicines, etc., not included in the previous classification. There is a large demand for patent medicines, and there are also a number of factories in the country devoted to their production—these in many cases are branches of foreign firms which find it profitable to establish factories in view of the high tariff. Competition is keen, and in order to secure a market intense advertising is necessary. There are also Government restrictions on the sale of medical preparations, formulae having to be registered with the Department of Health and a licence to trade secured. In spite of these difficulties, however, there should be a market for a number of Canadian preparations if suitable propaganda were made.

Colours, paints and varnishes are imported in large quantities from the United States, Germany and Great Britain; in addition, there is a domestic industry devoted to their production, partly as branches of foreign firms and partly independently. The principal demand is for household use, and ordinary prepared colours are used largely for the exterior of buildings, which are frequently covered with plaster or cement and afterwards "colour washed" or painted in light shades. Enamels and varnishes are in demand for furniture, coachwork, etc. Canada has a share of the trade in prepared paints; the quality is said to be excellent, and prices are competitive; exporters from the Dominion, however, with one exception, do not appear to have taken full advantage of their opportunities.

Perfumery and cosmetics come from France and the United States, the former country supplying by far the largest proportion. With regard to cosmetics, in the past few years there has appeared a strong tendency for a number of foreign firms to establish factories in Mexico, thereby taking advantage of the high duty of five pesos per kilo (equal to $1.13 Canadian currency per pound). This remark applies to such products as face creams, powders, tooth pastes, and a number of others. Competition is keen, and hitherto Canada has made no attempt to enter the market.

Soap is imported from the United States, France, Germany and Spain, but by far the greater part of the consumption of the country is manufactured locally; branches of United States firms have recently been established for this purpose. There are difficulties in importing toilet soaps into Mexico, as the duty amounts to $3 per kg. (equal to 68 cents Canadian currency per pound) if scented, and $1 per kilo (22·7 cents Canadian currency per pound) if unscented; laundry soaps are charged at 16 centavos per kilo (3·2 cents per pound), but the least odour will cause it to be charged at the higher rate.

Starch is imported for industrial uses, and comes from the United States and Germany. Investigation shows that Canada cannot compete in price.

Candles are an unimportant item, practically all the requirements of the country being manufactured locally. Imports come from the United States and Spain.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND TWO MONTHS ENDED NOVEMBER, 1920, 1921, 1928 and 1929; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of November				Two months ended November				United States Tariff Rates in force		
	1920	1921	1928	1929	1920	1921	1928	1929	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)–											
Cattle.....No.	78,860	59,836	23,757	25,355	123,976	85,072	51,898	58,588			
$	6,078,640	837,248	1,590,904	1,473,229	9,563,154	1,453,825	3,606,295	3,507,925	Free	30 p.c.	(a)
Horses.....No.	222	219	44	78	478	338	87	148			
$	100,821	46,108	9,775	11,460	151,276	74,355	16,600	23,015	10 p.c.	10 p.c.	(b)
Poultry.....No.	211,098	175,875	129,941	119,339	320,234	344,812	230,608	224,603			
$	225,025	172,549	147,565	133,058	348,248	323,511	234,606	213,457	1c. per lb.	1c. per lb.	3c. per lb.
Sheep.....No.	40,104	13,723	1,996	1,127	83,414	37,256	4,223	1,921			
$	361,177	72,379	15,471	12,411	765,508	187,071	40,634	19,386	Free	(c)	$2 per head
Fruits—											
Apples, green or ripe.....Brl.	4,808	113,728	6,000	36,757	8,929	370,786	24,562	84,327			
$	23,276	557,840	31,939	172,553	41,487	1,899,363	119,937	396,009	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....Lb.	.....	120,050	.....	.....	.....	297,450	.....	.....			
$	.....	15,610	.....	.....	.....	32,939	.....	.....	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....Lb.	.....	.....	145,682	68,215	.....	.....	471,050	1,014,634			
$	6,315	21,700	20,242	8,544	16,502	25,172	48,891	100,235	½c. per qt.	½c. per qt.	1¼c. per lb.
Grains—											
Barley.....Bush.	.....	.....	12,233	1,268	128	.....	12,233	1,268			
$	.....	.....	6,411	900	128	.....	6,411	900	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....Bush.	199	2	4,743	44,559	220	2	7,409	110,826			
$	1,098	8	19,324	158,140	1,205	8	29,929	408,016	25c. bu. 60 lb.	2c. lb.	1¾c. lb.
Buckwheat.....Bush.	6,307	16,313	238	41,512	11,738	23,230	584	47,309			
$	8,386	12,293	195	35,955	15,741	20,827	458	42,098	Free	Free	10c. per 100 lb.
Oats.....Bush	61,786	161,173	625	1,016	74,386	228,162	774	2,221			
$	47,307	75,545	327	665	57,335	112,793	400	1,611	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, whole.....Bush.	6,392	21,587	1,000	4,249	9,120	45,910	2,459	4,251			
$	39,766	76,826	1,350	15,571	57,051	148,676	5,407	15,578	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split.....Bush.	.....	3,300	1	.....	.....	5,400	1	.....			
$	.....	14,097	3	.....	.....	21,468	3	.....	20c. bu. 60 lb.	20c. bu. 60 lb.	1¼c. lb.
Rye.....Bush.	47,049	60,000	.....	.....	133,104	66,482	.....	.....			
$	77,216	49,200	.....	.....	225,281	54,684	.....	.....	Free	Free	15c. bu. 56 lb.
Wheat.....Bush.	8,623,718	4,156,509	2,490,854	2,894,106	16,935,507	5,806,554	3,510,731	3,095,813			
$	19,976,706	4,521,067	2,871,686	3,269,464	40,681,757	6,631,029	3,991,370	3,493,743	Free	35c. per bush.	42c. bu. 60 lb. (d)
Grain Products—											
Bran, shorts and middlings.....Cwt.	182,932	122,198	258,638	110,808	255,754	219,200	548,318	218,429			
$	339,234	112,619	375,238	155,248	501,487	208,916	749,044	318,819	(e)	(e)	(e)
Wheat flour.....Brl.	195,922	101,068	12	265	327,296	143,060	316	268			
$	2,167,367	655,871	90	1,585	3,737,876	939,881	1,807	1,608	Free	20 p.c.	1·04 p. 100 lb. (f)
Meats—											
Bacon, hams, shoulders and sides...Cwt.	263	115	2,151	1,836	730	230	5,424	3,601			
$	12,132	3,539	81,014	74,912	24,409	7,714	192,989	151,293	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....Cwt.	42,588	33,267	55,535	25,239	73,599	63,307	97,308	62,770			
$	576,318	355,300	891,653	354,938	1,057,198	654,421	1,558,920	906,382	Free	2c. per lb.	3c. p. lb. (g)
Mutton and lamb, fresh, chilled or frozen.....Cwt.	14,522	14,892	3,840	113	30,328	29,927	4,810	650			
$	361,267	243,252	84,001	2,542	781,898	469,407	107,285	14,776	Free	2c. per lb.	(h)

Pork, fresh, chilled or frozen.....Cwt.	761	1,072	4,611	1,425	3,042	1,388	16,071	2,282			
$	33,400	26,952	97,915	36,795	103,350	37,941	336,959	59,087	Free	2c. per lb.	¼c. per lb.
Pork, dry-salted and pickled.....Cwt.	92	.....	.....	151	711	.....	302	481			
$	1,251	.....	.....	3,379	2,375	9	6,229	10,676	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed.....Lb.	.....	.....	17,618	16,020	.....	.....	29,975	25,989			
$	48,368	106,771	5,690	7,278	50,056	109,139	9,364	10,578	2c. per lb.	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts.....Cwt.	2,424	1,053	4,506	6,009	5,258	2,451	10,320	11,839			
$	35,964	12,100	66,012	86,225	80,912	25,589	145,173	168,540	Free	25 p.c.	20 p.c.
Milk and milk products—											
Butter.....Lb.	671,456	969,826	28,600	2,300	1,150,706	1,912,002	37,400	4,300			
$	336,948	365,310	8,303	941	587,152	700,231	11,696	1,792	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cheese.....Lb.	11,969	1,053,570	736,400	134,200	86,515	2,277,691	1,572,900	425,800			
$	4,701	149,534	195,971	87,642	23,991	342,907	412,982	164,450	20 p.c.	23 p.c.	(j)
Cream.....Gal.	110,050	121,611	199,951	166,535	254,475	295,863	473,806	395,078			
$	187,881	186,012	380,022	341,859	415,025	448,790	887,900	799,056	Free	5c. gal. (k)	20c. gal. (k)
Milk, fresh.....Gal.	142,105	125,845	360,065	220,115	248,150	272,973	809,030	501,083			
$	45,927	28,024	90,885	54,109	79,210	62,397	194,539	121,546	Free	2c. gal. (k)	2½c.gal. (k)
Milk, condensed, evaporated and milk powder.....Lb.	524,450	873	179,600	255,000	1,612,594	32,791	444,500	403,200			
$	66,150	115	21,392	37,314	216,745	7,218	60,204	51,066	Free	2c. per lb.	1c.—3c. lb.
Seeds—											
Clover seed, alsike.....Bush.	1,899	12,992	6,905	19,281	3,103	24,127	12,589	30,218			
$	23,204	116,171	90,046	157,292	41,945	221,424	166,503	243,718	Free	Free	4c. per lb.
Clover seed, alfalfa and red.....Bush.	3	33	232	60	3	33	465	60			
$	45	396	3,399	600	45	396	5,720	600	Free	Free	4c. per lb.
Clover seed, other.....Bush.	210	246	6,731	.....	1,360	1,090	8,856	560			
$	1,046	2,166	20,313	.....	9,063	5,168	28,519	1,579	Free	Free	(l)
Flaxseed.....Bush.	46,546	171,699	213,964	86,910	121,812	866,690	355,550	87,004			
$	122,183	309,061	423,583	243,349	351,766	1,614,313	682,988	243,541	20c. bu. 56 lb.	30c. bu. 56 lb.	40c. bu.56lb.
Grass seed.....Bush.	6,977	18,861	10,047	5,144	9,249	30,290	22,576	14,518			
$	14,555	77,657	20,713	7,602	19,632	121,919	47,357	21,672	Free	Free	2c. per lb.
Vegetables—											
Potatoes.....Bush.	674,547	171,195	539,341	1,661,759	992,981	289,330	558,107	2,072,099			
$	634,601	184,044	272,934	2,134,222	919,152	288,054	286,922	2,524,428	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar beets.....Ton	3,670	4,531	26,820	27,318	5,707	7,448	39,927	39,663			
$	32,624	27,201	162,504	153,788	50,885	44,876	241,121	223,211	5 p.c.	5 p.c.	80c.ton2,240lb
Turnips.....Bush.	444,873	307,047	447,261	358,632	732,940	791,450	938,115	867,466			
$	95,557	77,369	89,493	122,081	169,715	217,026	189,515	327,943	15 p.c.	15 p.c.	12c. per 100 lb.
Miscellaneous Products—											
Eggs.....Doz.	35,430	29,672	114	173	82,593	105,909	226	15,664			
$	24,881	16,125	59	87	56,750	50,494	99	5,173	Free	Free	8c. per doz.
Hay.....Ton	6,652	114	2,984	2,300	20,137	212	5,716	3,906			
$	152,243	2,766	32,082	22,572	460,736	4,486	59,444	37,549	$2 ton 2,240 lb.	$2 ton 2,240 lb.	$4 ton 2,240 lb.
Maple sugar.....Lb.	16,279	347,743	522,484	11,494	722,611	540,921	1,006,500	507,006			
$	5,181	26,578	99,688	306	185,981	39,603	192,388	100,504	3c. per lb.	3c. per lb.	4c. per lb.
Tallow.....Cwt.	2,056	1,938	3,497	1,018	2,923	2,657	7,381	1,382			
$	16,366	10,445	30,883	7,372	27,975	14,577	62,624	9,818	Free	Free	½c. per lb.
Wool.....Lb.	339,283	24,180	521,557	302,159	723,925	107,455	1,373,460	963,172			
$	88,383	2,426	193,190	82,273	213,014	10,614	500,539	273,466	Free	(p)	(p)
Total value of above commodities.... $	32,373,411	9,569,374	8,452,265	9,468,261	62,100,016	17,633,141	15,239,771	15,014,844			

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than $150 each, $30 per head; more than $150 each, 20 per cent; (c) Sheep, one year old or over, $2 per head; less than one year old, $1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Prior to April 5, 1926, 8c. per lb. (j) Cheese, 5c. per lb. but not less than 25 per cent. Cheese of Swiss or Emmenthaler type subsequent to July 8, 1927, 7½c. per pound but not less than 37½%. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Prior to June 13, 1929, 20c. gal. (m) Prior to June 13, 1929, 2½c. gal. (n) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (o) Prior to June 13, 1929, 40c. bu. 56 lbs. (p) Dutiable at various rates. See **Commercial Intelligence Journal** No. 974, Sept. 30, 1922, pages 516-7.

EMPIRE TARIFF PREFERENCES ON CANADIAN GOODS*

Compiled by Foreign Tariffs Division, Department of Trade and Commerce

III

British West Indies, Bermuda, British Guiana, British Honduras

FORMER WEST INDIAN TRADE AGREEMENTS

The British preference established by Canada in 1898 and continued in amended form, under the Tariff Act of 1907 still in force, was made applicable on each occasion to the British West Indies, Bermuda, and British Guiana. This preference was extended to British Honduras in 1913. Canada entered into a formal trade agreement with most of these colonies in 1912 which obtained West Indian preferential rates of four-fifths of the general tariff on some Canadian goods in exchange for corresponding reductions on some West Indian products entering Canada. In 1920 a second trade agreement, broader both as to the extent of the preferences exchanged and the number of West Indian signatories, superseded the first.

PRESENT TRADE AGREEMENT

The 1920 trade agreement was replaced in 1925 by one still more extensive, which was brought formally into force by proclamation as from April 30, 1927, and is for a ten-year period. Under this agreement Canada, briefly stated, grants the colonies: (*a*) specific amounts of preference on sugar and some other selected tropical products; (*b*) a 50 per cent reduction from the general tariff on goods for which no special provision is made. The reciprocal concessions in the colonies are given herewith in more detail.

WEST INDIAN FLOUR PREFERENCE

Under the agreement Trinidad, Barbados, Jamaica, Bahamas, British Guiana, and British Honduras guarantee a preference of 2 shillings (formerly 1 shilling) per barrel of 196 pounds on flour. The Leeward Islands (Antigua, Dominica, Montserrat, St. Kitts-Nevis, and Virgin Islands) and the Windward Islands (Grenada, St. Lucia, and St. Vincent) undertook to use their best endeavours to similarly increase the flour preference, and this has since been done by nearly all these colonies.

PREFERENCES OF 66⅔ PER CENT IN SOME COLONIES

Trinidad, Barbados, and British Guiana give a preference of not less than 66⅔ per cent with a guaranteed specific amount as indicated on: apples (50 cents per barrel); beef and pork, salted and pickled ($1.50 per barrel of 200 pounds); butter, cheese, and lard ($1.50 per 100 pounds); fish, canned, preserved, dried, salted, smoked, or pickled (2s. per 100 pounds); confectionery (4 cents per pound); prepared cocoa (4 cents per pound; 2 cents in Barbados); condensed milk (1s. per case of 48 pounds); cordage (6s. per 100 pounds); cement (2s. per cask of 400 pounds). The preferences in these colonies are 66⅔ per cent on boards, planks, scantlings, shingles, and lath (not of pitch pine), and on boots and shoes. The Leeward Islands and the Windward Islands also agreed to endeavour to grant these preferences, and many new tariff advantages to Canada have been accorded on this account.

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* The first article in this series, on Great Britain and Northern Ireland and the Irish Free State, was published in No. 1349 (December 7); and the second, on New Zealand, in No. 1350 (December 14).

JAMAICA, BAHAMAS, BRITISH HONDURAS

Jamaica, the Bahamas, and British Honduras agreed to preferences of not less than 50 per cent on butter, cheese, lard, condensed milk, meats of all kinds, fish (canned, preserved, dried, salted, smoked, or pickled), apples, and potatoes.

BERMUDA

The preference agreed to by Bermuda was the removal, in the case of Canadian goods, of a surtax of 10 per cent of duty which had been levied for some time on dutiable imports from all countries. This preference, which applied to the whole Empire, was effective from July, 1926, to the end of 1928, when it was increased through making the surtax on non-British goods 25 per cent of the duty otherwise imposed.

GENERAL PREFERENCE TO WEST INDIES

The following table sets forth the general preference stipulated for the different colonies in the case of goods not specifically dealt with in the agreement, as well as a list of what may be called typical or prevailing rates in the different tariffs:—

Name of Colony	Preference Reduction Per Cent	General Tariff Per Cent	Rate to Canada Per Cent	Surtax on Duty (a) Per Cent
Trinidad and Tobago	50	20 ad val.	10 ad val.	
Barbados	50	20 ad val.	10 ad val.	10
Jamaica	25	20 ad val.	15 ad val.	
Bahamas	25 (b)	12½ ad val.	9⅜ ad val.	
Grenada	33⅓	22½ ad val.	15 ad val.	
St. Lucia	33⅓	22½ ad val.	15 ad val.	25
St. Vincent	33⅓	15 ad val.	10 ad val.	12½
Antigua	33⅓	15 ad val.	10 ad val.	10
Dominica	33⅓	15 ad val.	10 ad val.	15
St. Kitts-Nevis	33⅓	15 ad val.	10 ad val.	
Montserrat	33⅓	15 ad val.	10 ad val.	
Virgin Islands	33⅓	12 ad val.	8 ad val.	2
Bermuda	Removal of surtax (c)	10 plus surtax	10 no surtax	25
British Guiana	50	33⅓ ad val.	16⅔ ad val.	
British Honduras	33⅓ (d)	20 ad val.	10 ad val.	

(a) Surtaxes are levied on the amount of duty only, and not on the value of the goods.

(b) The Bahamas agreed to endeavour to make their percentage of preference 50 per cent.

(c) The Bermuda preference consists of removal of surtax on duties which was 10 per cent of duty up to December 31, 1928, and 25 per cent since that date.

(d) British Honduras, although the preference stipulated in the agreement is 33⅓ per cent, gives on nearly all goods a 50 per cent preference.

Some of the exceptions to these so-called prevailing rates are shown for the larger colonies in an appended table. There are many exceptions in all the colonies, but, on the other hand, the aforementioned rates apply to a wide range of goods which in most of the tariffs would include: apparel; bags (travelling and tool), trunks, and valises; baskets; blacking and polishes; blue; brooms and brushes; buckets, pails, and tubs; bicycles and tricycles; chinaware, porcelain, earthenware, and pottery; clocks and watches; cutlery; electrical apparatus (some important exceptions); furniture; glass and glassware; grease; gums; haberdashery and millinery; hardware; hats and bonnets; medicines (with some exceptions); musical instruments; oilcloth and linoleum; pickles, condiments, and sauces; spices; provisions (with many exceptions); saddlery and harness; ships, boats, and launches; stationery; toys and games; umbrellas and parasols; wax. Subject to the same rates, there are also comprehensive items for goods not otherwise provided for, being manufactures of cotton, linen, wool, silk, jute, hemp, leather, india-rubber and gutta-percha, metal, wood, and all unenumerated goods.

FURTHER LIST OF CUSTOMS DUTIES IN JAMAICA, TRINIDAD, BARBADOS, AND BRITISH GUIANA

—	Jamaica		Trinidad		Barbados		British Guiana		
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff	British Preferential Tariff*	General Tariff*	British Preferential Tariff	General Tariff	Surtax on Duty
Apples.....ad. val. or per bbl.	10%	20%	Free	2s. 1d.	Free	2s. 1d.	50c.	$1 50	30%
Potatoes.....per 100 lbs.	8s. 4d.	16s. 8d.	1s. 0d.	2s. 0d.	Free	Free	40c.	80c.	25%
Wheat.....per 100 lbs.	1s. 6d.	2s. 0d.	1s. 0d.	2s. 0d.	0s. 6d.	1s. 0d.	25c.	50c.	30%
Flour of Wheat.....per 196 lbs.	7s. 0d.	9s. 0d.	1s. 6d.	3s. 6d.	3s. 9d.	5s. 9d.	90c.	$1 38	25%
Oats.....per 100 lbs.	1s. 6d.	2s. 0d.	0s. 9d.	1s. 6d.	0s. 7d.	1s. 2d.	25c.	50c.	30%
Oilcake.....per 100 lbs.	1s. 10½d.	2s. 6d.	0s. 6d.	1s. 0d.	0s. 6d.	1s. 0d.	7c.	14c.	30%
Sugar, refined.....per 100 lbs.	6s. 3d.	8s. 4d.	2s. 0d.	4s. 0d.	4s. 2d.	8s. 4d.	$1 00	$2 00	30%
Confectionery.....ad val	15%	20%	10%	30%	10%	30%	16¾%	50%	
Cocoa, prepared, except sweetmeats....ad val or per lb.	15%	20%	0s. 1d.	0s. 3d.	Free	0s. 1d.	8c.	24c.	25%
Butter.....per 100 lbs.	15s. 0d.	30s. 0d.	2s. 1d.	8s. 4d.	5s. 0d.	15s. 0d.	$1 50	$4 50	30%
Cheese.....per 100 lbs.	8s. 4d.	16s. 8d.	2s. 1d.	8s. 4d.	8s. 4d.	25s. 0d.	$1 50	$4 50	30%
Milk, condensed.....per 48 lbs. or ad val.	1s. 6d.	3s. 0d.	0s. 6d.	1s. 6d.	Free	1s. 0d.	5%	15%	
	Skimmed	Skimmed	Less than 9% butter fat	Less than 9% butter fat	Less than 9% butter fat	Less than 9% butter fat	Skimmed	Skimmed	
Bacon and ham.....per 100 lbs.	16s. 8d.	33s. 4d.	10s. 0d.	20s. 0d.	10s. 0d.	20s. 0d.	$4 80	$14 40	25%
Beef and pork, pickled or salted .....per 100 lbs.	12s. 6d.	25s. 0d.	2s. 1d.	4s. 2d.	2s. 6d.	5s. 0d.	$2 00	$4 00	30%
Lard and lard substitutes.....per 100 lbs.	5s. 8d.	11s. 4d.	1s. 0½d.	4s. 2d.	1s. 0d.	4s. 2d.	25c.	$1 00	25%
Codfish, dried.....per 100 lbs.	6s. 3d.	12s. 6d.	2s. 1d.	8s. 4d.	2s. 1d.	8s. 4d.	50c.	$2 00	30%
	3s. 6d.	7s. 0d.	1s. 0d.	3s. 0d.	1s. 6d.	4s. 6d.	75c.	$2 25	25%
	per 100 lbs.	per 100 lbs.	per 100 lbs.	per 100 lbs.	per 112 lbs.	per 112 lbs.	per cwt.	per cwt.	
Mackerel, pickled.....per 100 lbs.	2s. 0d.	4s. 0d.	2s. 1d.	6s. 3d.	0s. 7½d.	1s. 10½d.	50c.	$1 50	25%
Fish, canned.....ad val or per 100 lbs.	10%	20%	2s. 10d.	8s. 6d.	10%	30%	$1 00	$3 00	30%
Whiskey.....per proof gal....	24s. 9d.	33s. 0d.	22s. 6d.	25s. 0d.	15s. 0d.	17s. 6d.	$5 25	$6 00	30%
Whiskey, not over proof.....liquid gal...	21s. 0d.	27s. 10d.	22s. 6d.	25s. 0d.	15s. 0d.	17s. 6d.	$4 (bottles)	$4.50 (bottles)	30%
Soap, common.....per 100 lbs.	3s. 6d.	4s. 8d.	2s. 0d.	4s. 0d.	1s. 6d.	3s. 0d.	75c.	$1 50	25%
Soap, fancy.....ad val.	15%	20%	10%	20%	10%	20%	16¾%	33⅓%	
Calcium carbide.....ad val or per 100 lbs.	15%	20%	2s. 0d.	4s. 0d.	2s. 0d.	4s. 0d.	80c.	$1 60	30%
Boots and Shoes.....ad val.	15%	20%	10%	30%	10%	30%	10%	30%	
Cordage.....	12s. 6d.	16s. 8d.	10%	30%	3s. 0d.	9s. 0d.	$1 00	$3 00	30%
	per 100 lbs.	per 100 lbs.	ad val.	ad val.	per 100 lbs.	per 100 lbs.	per cwt.	per cwt.	
Paper for printing newspapers.....ad val.	Free	Free	5%	10%	Free	Free	2%	5%	
Lumber, sawn or hewn, **undressed**, of pitch pine.....per 1,000 ft.	6s. 9d.	9s. 0d.	5s. 0d.	10s. 0d.	2s. 6d.	5s. 0d.	$1 50	$3 00	30%
Lumber, sawn or hewn, **dressed**, of pitch pine, per 1,000 ft.	10s. 6d.	14s. 0d.	6s. 3d.	12s. 6d.	2s. 6d.	5s. 0d.	$2 50	$5 00	30%
Lumber, sawn or hewn, **undressed**, some, per 1,000 ft.	6s. 9d.	9s. 0d.	5s. 0d.	15s. 0d.	5s. 0d.	15s. 0d.	$2 40	$7 20	30%
Lumber, sawn or hewn, **dressed**, some.....per 1,000 ft.	10s. 6d.	14s. 0d.	6s. 3d.	18s. 9d.	5s. 0d.	15s. 0d.	$4 00	$12 00	30%
Cement.....per 400 lbs.	1s. 0d.	1s. 4d.	0s. 6d.	2s. 6d.	1s. 6d.	4s. 6d.	25c.	75c.	30%
Or if not Government standard.....	3s. 0d.	4s. 0d.							

*There is a surtax of 10% of the duty in Barbados.

MOTOR VEHICLES AND MACHINERY

Although motor cars are subject to the prevailing rates given for most of the colonies, in Trinidad motor cars not exceeding 3,000 pounds in weight are dutiable at 20s. per 100 pounds British preferential tariff and 40s. general tariff; if exceeding 3,000 pounds, 25s. preferential and 50s. general. The British Guiana rates are 20 per cent British preferential and 40 per cent general tariff, and those of the Bahamas 7½ per cent and 10 per cent respectively. The Windward group has a 5 per cent rate for motor cars and motor cycles made wholly from British material by British labour, compared with 10 per cent in St. Lucia and 15 per cent in Grenada and St. Vincent if the cars qualified for preference under the normal requirements of a 25 per cent British content. The corresponding general tariff rates are 15 per cent in St. Lucia and 22½ per cent in Grenada and St. Vincent. The usual surtaxes of 25 per cent in St. Lucia and 12½ per cent in St. Vincent apply to the duties in each case.

Certain kinds of machinery, agricultural implements, and agricultural tools are frequently subject to rates of duty lower than the typical rates in question or are exempt from duty.

SPIRITS, WINES, TOBACCOS, GASOLENE

Tobacco, cigars, and cigarettes are excepted from the list of merchandise on which any of the colonies are bound to give preference. The Bahamas added to the exceptions wines, malt liquors, spirits, spirituous liquors, liquid medicines and articles containing alcohol, while Bermuda added wines, spirits, and malt liquors. The other colonies agreed to certain specified preferences on spirits, wine, beer, and ale. British Guiana stipulated a preference of not less than 4 cents per gallon on gasolene and kerosene, when refined from crude oil produced in British territory. Preferences, however, are in come cases beyond the requirements of the agreement.

Tobacco, cigars, cigarettes, and spirituous or alcoholic liquors are excepted from the preference list on the Canadian side.

GENERAL EXEMPTIONS FROM DUTY

The tariffs of the British West Indian colonies have duty-free lists, usually including goods for Colonial Governments, military or naval purposes, municipalities, churches, educational institutions, hospitals, or certain organizations of a public nature. These provisions for exempting goods from duty are not the same in all the colonies, but the general effect is about as indicated. Although these duty-free lists are mentioned, it should be borne in mind that the rates of duty quoted, British preferential and general, apply in the case of merchandise imported in the usual way for commercial purposes. Some articles, of course, are duty-free no matter for what purpose they are imported.

APPLICATION OF PREFERENCES

With one exception, the tariff laws of the British West Indies, Bermuda, British Guiana, and British Honduras extend preference to the whole Empire. The Jamaican tariff enactments implementing trade agreements with Canada declared that the preferential schedule would apply to the United Kingdom and the Dominion of Canada, but provided also that the Legislative Council might extend all or part of the preferences to any part of the Empire. The Jamaican preference, in practice, applies to Canada, the United Kingdom, the Irish Free State, New Zealand, Newfoundland, Cyprus, Fiji, Bahamas, Trinidad, Barbados, Leeward Islands, Windward Islands, Turks and Caicos Islands,

the Cayman Islands, British Guiana, and British Honduras. The ordinances of all the colonies in question state that the general tariff applies to countries not entitled to the British preferential tariff.

PREFERENCE CONDITIONS

In order that goods may qualify for preferential tariff treatment in the British West Indies, Bermuda, British Guiana, and British Honduras they must have been consigned from, and grown, produced or manufactured within the area entitled to preference. In the case of manufactured goods in general, if not wholly British the minimum content of labour and/or material required to be of Canadian (or other British) origin in order that such goods may claim preference is 25 per cent of the factory or works cost of the finished article. In Barbados and Dominica a 75 per cent content is required for optical glass, optical instruments, and their component parts. In the Windward Islands (Grenada, St. Lucia, and St. Vincent), as already indicated, motor cars and motor cycles are accorded a specially reduced British preferential tariff when made wholly from British material by British labour.

VALUE FOR DUTY

The selling price of goods for home consumption in the country of export is not taken into account in determining dutiable value in British West Indian colonies. Briefly stated, the selling price to the West Indian importer is the basis of value for duty purposes. In British Guiana, but not in the other colonies, freight and insurance are added.

FLOUR MARKET CONDITIONS IN SCOTLAND

G. B. Johnson, Canadian Trade Commissioner

Glasgow, November 25, 1929.—For some time past, and continuing until very recently, Canadian flour sales in Scotland were falling off heavily as prices were out of line. These were much dearer than in the case of American and Hungarian flours. A greater trade was being done in Minneapolis and Kansas (the latter of particularly good quality) than for a number of years past, and these, to the extent of the increase in sales, were displacing Canadian. Within the past four or five months heavy arrivals of Hungarian flour have also affected imports from the Dominion.

This situation is passing, if it has not already passed—in fact, one importer states that it came to an end three or four months ago. Kansas and Minneapolis flours, owing to the fact that Canadian spring wheat flours had been at a very high level, were making considerable inroads on the trade. Since then, however, the Canadian wheat market has fallen somewhat, and American prices not so much. Previously there was a difference in price between American and Canadian flours of from 4s. to 5s. a sack, with the natural result. The difference is not now so marked—about 1s. per 280 pounds—consequently the trade that is passing at present is more in Canadian than in American flour.

American flour can, up to a point, be substituted for Canadian, but not entirely. There is always a demand for Canadian spring wheat flour, but naturally when there is a difference of from 4s. to 5s. per 280 pounds, there is a great inducement for buyers here to use a greater proportion of American. A good many Pacific winters, French and German flours have also been imported; they were showing better value than Manitobans, while on the other hand Ontario winters are much above to-day's levels. A great deal of flour is also being brought into Glasgow from Buffalo, milled in bond, partly Manitoban and

partly Kansas. Australian flour has been arriving in considerable quantities. This is stated to be a very fine flour and can be bought to-day at 33s. c.i.f., whereas shippers of Ontario winters are asking something like 37s. to 38s. c.i.f.

One authority states that, owing to the price of Canadian wheat flour, there has been a gradual change in baking practice here. Bakers have adopted what is known as the short process, in which the proportion of strong flour is not so great, and in which yeast instead of Parisian barm is used. The milder flours suit this process better. It is also stated that Glasgow millers have done a much larger business in both spring and winter wheat than last year, and that they can offer Manitobans cheaper than importers can buy these flours milled in Canada, at the same time giving delivery as required.

From January 1 to October 12 imports of flour into Glasgow from all sources were much above those for the same period last year: 925,000 sacks (280 pounds) as compared with 852,830. Canada and the United States supplied, during the week ended October 12, 15,439 sacks, Australia and New Zealand 12,400, and other countries about 3,000 sacks.

As has been frequently stated, the consumer here, all things being equal, prefers Canadian flour to all others.

ECONOMIC CONDITIONS IN NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, December 3, 1929.—On the whole, the current activity in the engineering, steel and coal industries of Northern England continues on an encouraging scale as compared with a year ago. During the past month the coal trade in particular has been much in the public eye as a result of the discussions between the Government, miners and mine owners over the proposal to repeal the Mines' Eight Hours Act. With the exception of Yorkshire, the Miners' Federation have recently announced their acceptance of the Government's proposals to effect a reduction of working hours by half an hour as from April 6 next; to set up a national wages board for the industry; to establish a compulsory marketing scheme for the regulation of output and prices; and for the gradual acquisition by the State of mineral royalties. The attitude of the mine-owners was at first one of almost complete opposition to these proposals, but toward the close of the month it was understood that discussions were proceeding more hopefully. Meanwhile, the ultimate outcome of these negotiations remains in the balance.

The export coal trade of the North-East Coast area has continued quite active during the past month. Collieries are heavily sold for shipments of steam coal up to the end of the year, and there is also considerable inquiry for January-to-March shipments, foreign buyers being anxious to cover for supplies at current prices owing to the uncertain outlook of the industry on the political side. The success of the North-East Coast shippers in securing the major part of an order from the Norwegian State Railways for January-to-May shipment, in the face of keen Polish competition, has given much satisfaction.

Fortunately, a threatened national lock-out of joiners engaged in the shipbuilding industry, resulting form a wages dispute in Belfast and which was to have taken effect on November 23, was avoided at the last minute, following negotiations between the Ministry of Labour, representatives of shipbuilding employers and the Amalgamated Society of Woodworkers. The settlement of this wages dispute saved some 10,000 joiners from being thrown out of work. General activity among North-East Coast shipyards has been well maintained and a number of new orders have been announced during November. Ship repairing has also continued active.

There is little of fresh interest to report on the state of the Lancashire cotton trade. Mr. William Heaps, the retiring president of the Manchester Cotton Association, suggested recently that machinery in Lancashire mills should be run for longer than forty-eight hours weekly, claiming that such a step was necessary when foreign competitors are working on double and sometimes three shifts. Meanwhile, it is reported that slow progress continues in the amalgamation and merging between various weaving and spinning branches of the industry, with a view to lowering costs and increasing general efficiency. Latterly this process has been speeded up by pressure from the banks.

There is still no settlement of the wages problem in the Yorkshire wool textile industry and the position now is that many employers having more work on hand than a month or two ago, seem to be less inclined to take united action to secure a restoration in the rates of wages. The recent fall in raw wool prices has lead to the prospect of a gradual revival of business in manufactured wool products generally, and lately a good deal of business has been placed for both men's and women's wear.

Although the position in certain branches of the North of England iron and steel trades is admittedly far from satisfactory, and the volume of fresh business is below normal for this time of the year, the receipt of further large ship-building orders has brightened the general outlook, aggregate output in the Middlesborough area is being maintained on a heavy scale, and new inquiries lately have increased. The relatively small output of pig iron is being quickly absorbed. Recent reports from the Sheffield area indicate some improvement in the heavy finished steel trades. The output of crucible steel, however, is considerably below capacity.

The engineering trades of this district are on the whole doing fairly well, although certain branches such as textile machinists and boilermakers have been rather slack. There are indications that the present year will prove a record in export of British electrical products, a number of important overseas contracts having been placed in this country. Another bright spot in the engineering trades of Lancashire is the machine tool industry, almost every branch of this trade being better employed at present than for a number of years past, with several firms working overtime to cope with orders on hand.

SIZE OF CANADIAN CHEDDARS FOR THE NORTH OF ENGLAND

Harry A. Scott, Canadian Trade Commissioner

Liverpool, November 26, 1929.—While it has been generally recognized for years that the existing weights of typical cheddar cheese from Canada have met the requirements of a large proportion of the trade in this country, and moreover that the demand for a smaller cheese has more or less been met by the introduction of various processed cheeses, it was recently suggested to this office by a retail grocers' association in the North of England that, if it were possible to ship cheddars to this market weighing about half the present size it would considerably increase sales in this district. The association in question pointed out that the majority of Canadian cheese purchased by their members weighed from 85 pounds upwards, and their contention is that cheese of this size is too large for many retail grocers to handle, particularly single-shop firms. In this connection it was stated that among individual grocers there was the difficulty that one half of a cheese was becoming dry while the other half was being sold. The solution offered was the production of say two cheeses of from 40 to 50 pounds each to one crate.

As no question of quality is involved, and moreover as the problem has a direct commercial bearing on the marketing of Canadian cheese in this part

of England, an inquiry was undertaken among a number of wholesale distributors with the object of obtaining a representative view of the trade on this question.

In response to this inquiry the most conflicting views have been obtained. On the whole, perhaps a slight majority of the wholesale trade are in favour of smaller weights, and the opinions expressed, both verbally and in writing, illustrate the tendency toward packaged goods which has been gaining in the marketing of all food products in Great Britain during recent years. On the other hand, one or two of the most important firms who have given this question careful consideration have expressed themselves as unfavourable toward any change. Under the circumstances, rather than submit a definite opinion either for or against a change in weights, but nevertheless thinking that the views expressed would be of general interest to the cheese industry of Eastern Canada, it has been decided to quote extracts from the views given by some of the more important firms in this area as follows:—

VIEWS OF FIRMS NOT IN FAVOUR OF A CHANGE IN SIZE

1. "After carefully considering the matter and discussing it with many of our customers we have come to the conclusion that the present Canadian cheese of from 85 to 90 pounds is the most suitable for this area. We might add that a good percentage of our business is done in cut cheese—that is, 10 pounds, 25 pounds, or 40 pounds of these to various shops weekly—and we have taken the opinion of these customers, and they are all in favour of buying cheese as at present—that is, cut from the large cheese. The reason is that as they buy it now they have very little crust. Many of these customers state if they bought a small cheese of 45 pounds weight it would have crust all over it. There are other customers who express the opinion that cheese mature much better in the 90-pound size than in the small size and that it does not dry up so quickly. We have also taken special note of your suggestion that two flat cheese weighing approximately 45 pounds each would be satisfactory, but our customers are one and all against this idea, the question of crust cropping up every time. You can readily realize that customers of this type do not want to be buying crust instead of cheese."

2. "I am entirely in disagreement that Canadian cheese should be made in less than 60-80 pound cheese. It would be detrimental to the general interest of Canadian makers to make cheese 40-45 pounds, and twin cheese is out of the question to my mind. New Zealand cheese comes two in one crate, and as a rule the net weight of two cheese is about 160-165 pounds. You will therefore note that this means 80 pounds net each cheese."

3. "Our view is that any interference whatever with the present size and style of package of Canadian cheese would destroy its distinctive characteristics and be prejudicial to its sale in this neighbourhood. The various classes of cheese are generally recognized by the retailers here from their respective shapes, weights, and packages, and to introduce Canadian cheese in any other form than at present supplied would create suspicion as to its nationality, and without the possibility of enhancing the popularity of same."

4. "Owing to the large sale of packet cheese in some districts, we have had inquiries from many of the smaller shops for small cheese, as a whole Canadian would become dry before they are able to use it. For this reason we have been forced to always have a stock of twin Canadian cheese available in our warehouse and listed, and for which we usually ask one to two shillings per cwt. extra. Our sales of these, however, do not amount to more than probably fifteen boxes to every 1,000 we sell of the ordinary shape. We often have parcels of Prince Edward Island cheese, which are very small, but do not find customers very anxious to have them and there are certain districts in England where we are able to obtain a very good premium for cheese guaranteed to be a 100 pounds and over in weight. We have found a demand this year for Cheshire cheese about 20 pounds in weight, for which certain customers are willing to pay a premium. The majority, however, still want cheese about 40 to 50 pounds in weight. As far as the multiple shops and large users are concerned, we have never had any suggestions from them that the present form of packing is not absolutely in accordance with their requirements. To sum up, it is our view that it is a very small portion of the trade who want smaller cheese, and that the majority would prefer the present shape and size to be continued."

FIRMS IN FAVOUR OF SMALLER SIZES

1. "Our experience is wholly in favour of an amendment in the form of pack of cheddar cheese and strongly in favour of 80/82-pound cheese in the form of two twin blocks. We always give a preference to twin cheese whenever obtainable. From the retailer's point of

view, his preference is due to the fact that scarcely any retail sale can be so small that will not enable him to cut from top to bottom of a cheese. The drawback to the usual 84/90-pound block in the eye of a salesman is that a cut of anything less than say 4 pounds (and most cuttings are 1 pound and under) leaves him with a jagged series of drying surfaces and a generally untidy block that is not attractive to the customer's eyes."

2. "In reply to yours of yesterday's date *re* the size of Canadian cheese, there is no doubt that the present average size is much too big for the ordinary small retailer, as before he can cut it out there is a lot of waste by drying, and we do not find retailers to-day interested to any serious extent in these big cheese, and therefore we would welcome cheese about half the size, even if they were two in a box, although they would be better in single boxes."

3. "We are of the opinion that it would be beneficial to the trade if Canadian cheese were made weighing about 45 pounds and packed in single boxes. This size of cheese would be much more convenient, we think, for the small individual trader to handle."

4. "We are not at all surprised at the suggestion of the retail grocers' association—in fact, we quite agree with them that Canadian cheese are at present altogether too large and we should certainly favour the 45-pound weight. There is also no doubt they would be better packed two in a box."

5. "From our point of view we have found it difficult to do the weight of cheese trade on account of the heavy average of Canadian and New Zealand cheese. The multiple shops, as you are aware, are quite able to stock 80-pound cheese which they are able to buy on wholesale terms. This naturally robs the private trader of a certain amount of this trade (having to pay the retail price), consequently he is unable to carry a cheese weighing 80 pounds. In our case, we are not prepared to cut cheese at all, and have consequently gone without the order if the customer was unable to buy the 80-pound cheese. We feel that not only in our own interest but amongst wholesale grocers generally, the 40/45 pound cheese would be welcomed. The twin shapes might be suitable from an economical point of view as far as freight and packing is concerned, but we feel that the more attractive style would be a similar form of the 80-pound cheese now shipped in single boxes."

WEST OF ENGLAND TRADE AND ECONOMIC SITUATION

Douglas S. Cole, Canadian Trade Commissioner

Bristol, November 28, 1929.—General trade in the West of England is very quiet as retailers are marking time until the Christmas business begins. Purchasing power is at an even lower level than last year, and it is feared that the Christmas trade will be none too good.

BIRMINGHAM AREA

Birmingham manufacturers of jewellery state that trade is very patchy. Shopkeepers are not prepared to risk much on their own judgment, and are quite sensitive to the fact that jewellery is one of the first trades to be hit by the stock market slump.

This area is not counting upon expansion of exports to the United States. Records of exports compiled at the American Consulate in Birmingham in the third quarter show a total value of $3,807,000 compared with $2,353,000 in the third quarter of last year. The district served, however, has been extended to include the Leicester area, and the increase in the total of exports is mainly attributable to hosiery, leather, and other manufactures peculiar to the industrial life of that district.

The project for building a motor way north from Birmingham to a seaport outlet, which has been dormant for several years, is again being given consideration by the Roads Improvement Association. The estimated cost would be $35,000,000.

One of the busiest trades in the Midlands is that of curbs and hearth furniture. Many factories are working overtime to cope with the demand, which is expected to continue up to the end of the year. The hardware trade also reports a satisfactory increase in business, and retailers anticipate a better Christmas season than last year despite the falling off in the luxury trades. At the annual meeting of the Birmingham Association of Building Trades Employers held in November it was announced that the volume of trade during the year had been well maintained but that lately there were signs of a decline.

LEICESTER AND NORTHAMPTON AREAS

Trade is good in the outwear and underwear industry, and the demand for high-class knitted goods is excellent. The effect of the weakening in the American leather market is being felt. Any declines in leather values is bound to be reflected in scarcity of orders, because consumers always wait to see whether prices are to be further decreased in the hope of being able to satisfy their requirements at a lower cost. Upper leather manufacturers report a fairly steady business.

SOUTH WALES

The situation in the South Wales coal fields is steadily improving, and some 2,500 men have been reabsorbed into the industry since last winter. Employment in the anthracite field, however, is still more than 20 per cent below the pre-1925 figure.

The outstanding event in the past month has been the formation of the Associated Welsh Collieries. The interests involved are the well-known Cambrian group of collieries of Messrs. Guest, Keen & Nettlefolds, and ten companies in which Messrs. Gueret, Lleyellyn & Merrett are concerned. It is proposed to form a new company with a capital of approximately $42,000,000 7½ per cent cumulative preference shares and 25,000,000 ordinary shares of approximately $5 each.

Shipments of Welsh steam coals show further improvement, but the general state of the industry is certainly far from satisfactory and the labour outlook is uncertain. The wages agreement terminates on December 31 and satisfactory negotiations have not yet been concluded for its resumption.

WOLVERHAMPTON

General engineering shows an improvement in most of the centres of South Staffordshire. The iron and steel trades remain much the same, certain firms having been helped by orders recently placed for electrical and other contracts.

UNEMPLOYMENT

The numbers of unemployed persons registered at the Employment Exchanges of the three districts included in the territory of the Bristol Trade Commissioner as at October 28, in comparison with the figures for September 30 of this year, were as follows: Southwestern Division (of which Bristol is the centre), 72,103, an increase of 6,349; Midlands Division (of which Birmingham is the centre), 159,118, an increase of 3,494; and the Wales Division (of which Cardiff is the centre), 116,296, an increase of 2,994.

BANK CLEARINGS

Provincial bank clearings for this territory for the month of October together with aggregate weekly totals to November 16 for 1928 and 1929 are as follows. It will be noted that there has been a very heavy drop in the Birmingham territory:—

	Month of October		Per	Aggregate Weekly Totals to November 16	
	1928	1929	Cent	1928	1929
Birmingham . . .	£12,170,000	£10,501,000	−13.7	£121,146,400	£117,244,900
Bristol	5,998,000	5,399,000	− 9.9	55,823,000	53,546,000
Leicester	3,212,000	3,360,000	+ 4.6	38,214,300	36,251,900
	£21,380,000	£19,260,000	− 9.4	£215,183,700	£207,042,800

PURCHASE BY GOVERNMENT STORES IN UNITED PROVINCES

Richard Grew, Canadian Trade Commissioner

[Note.—One rupee equals 36 cents Canadian currency at par value of exchange.]

Calcutta, November 14, 1929.—The total value of stores purchased through the United Provinces Stores Purchase Department rose from Rs. 2,956,040 ($1,064,174) for the fiscal year ended March 31, 1928, to Rs. 3,345,150 ($1,204,-254) for fiscal year 1929, an increase of 13 per cent, the greatest increase being noted in engineering supplies.

In the case of textile goods the purchases were, as in previous years, confined almost wholly to goods produced in India, and mostly to those manufactured in the United Provinces, the percentages of purchases of provincial, Indian and foreign stores being 92·6 per cent, 7·2 per cent, and 0·2 per cent respectively.

In engineering and miscellaneous stores, the bulk of the purchases was of Indian manufacture, but foreign goods of substantial value have been, and will require to be, purchased until the engineering industry of the country has made considerable progress. With the appointment of an Assistant Stores Purchase Officer, it became possible to carry out more inspections than hitherto.

Textile goods to the value of Rs. 859,320 ($309,355), were purchased during the year, against Rs. 922,117 ($331,962), for the previous year. Practically the whole of the goods purchased was of Indian origin and manufacture, the only exception being imported canvas worth Rs. 1,096 ($394). Textile goods of suitable quality are manufactured in the United Provinces: 92·6 per cent of the requirements was obtained from provincial sources. Canvas of Indian manufacture is expected to be available from next year.

With the exception of cement, which is all of Indian manufacture, and iron and steel and hardware,—the major portion of which is of Indian origin and manufacture—the bulk of the purchases is of foreign make.

Persistent efforts are being made, and all possible avenues are being explored by the Stores Purchase Department, to substitute as many articles as possible of domestic for those of foreign manufacture. Much of the success of these efforts will, however, depend upon the general expansion and improvement of the engineering industry of India. In the meantime the efforts made by the department towards substitution in individual cases are slowly bearing fruit.

With the general impetus which agriculture is now receiving, the demand for an improved make of plough is likely to increase, and efforts are being made to establish the manufacture of such ploughs in the province on a large scale. A Cawnpore firm secured a grant from the Board of Industries for experiments in the manufacture of an improved plough after the design of the Meston plough, and these they subsequently put on the market. Several officers of the Department of Agriculture purchased these ploughs; some of whom found them satisfactory, while others considered certain improvements desirable.

Following the lead given by this concern, an Azamgarh firm started the manufacture of such ploughs, and the article turned out was considered suitable by some of the local officers. The same Cawnpore firm has also started the rolling of mild-steel rounds, squares and flats. It is proposed to make a running arrangement with them during the ensuing year, provided they can quote competitive rates.

The department continued to advise manufacturers in India generally, and in this province particularly, regarding possible new lines of manufacture or improvements in existing lines.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Supplementary Tariff Changes in Australia

Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, cables under date December 12 that supplementary tariff schedule was tabled in the Australian Commonwealth Parliament on Wednesday evening, December 11, embodying about sixty alterations in the tariff. Duties are increased chiefly on spirits, hats, bathing caps and sundry lines, machinery, and petrol oils. Imports from Canada are affected to a limited extent on electrical regulating and starting apparatus, electric dynamo machines, dry batteries and cells, electric fittings, wrought iron and steel chain, plywood and veneers. (See announcement in *Commercial Intelligence Journal* No. 1348, November 30, 1929, page 761, respecting the first tariff bill.)

Standard for Butter Sold in Trinidad Modified

BY F. L. CASSERLY, ACTING TRADE COMMISSIONER

Port of Spain, December 3, 1929.—The Government of Trinidad has recently effected some slight modifications in the standard for butter sold there. Prior to October 3 last the requirement that any substance sold as butter should contain not less than 80 per cent of butter fat and be free from any admixture of other fat was limited to tins of 5 pounds weight and under; it was not necessary for butter sold in or from larger packages to contain more than 72 per cent of butter fat, less than 16 per cent of water, nor less than 12 per cent of salt. Such butter, however, had to be free from admixture of any other kind of fat.

The new regulation, effective as from October 3 last, does away with the distinction between large and small packages, and makes the requirement as to 80 per cent of butter fat and freedom from admixture of any other fat applicable to "any substance sold as butter". Nothing is laid down about percentages of salt and of water.

As regards cooking butter, the sole requirement prior to the date mentioned was that it should contain not less than 75 per cent of butter fat. The new regulation maintains this requirement, adding that cooking butter shall be labelled as such, that it shall be free from any admixture of other fat, and shall contain not more than 12 per cent of salt.

Tariff Changes in Mexico

A new customs tariff of Mexico has now been issued and will become effective on January 1, 1930.

Simultaneously with the introduction of the new tariff, a change will be made in the method of documentation required in connection with shipments to Mexico. This change involves the cancellation of the 10 per cent consular fee payable by the shippers, and also the disuse of consular invoices. The change also involves the cancellation of the surcharge of 10 per cent on all duties which have hitherto been paid at the port of entry. A further surcharge of 3 per cent, which has hitherto been made at the port of entry in the same manner, will *not* be cancelled.

Detailed instructions in regard to the method of documentation will be issued by the Mexican Government next week; these will be forwarded as soon as given official force through publication in the *Diario Oficial.*

The rates of duty in the new tariff have been, in general, increased to an extent designed to compensate for the loss of the 10 per cent consular fee and the 10 per cent surcharge mentioned above; but the total amount payable on imports, inclusive of all charges, is intended to remain approximately as before.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING DECEMBER 16

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 16, 1929, with the official bank rate. Quotations for the week ending December 9, 1929, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Dec. 9	Nominal Quotations in Montreal Week ending Dec. 16	Official Bank Rate
Austria	Schilling	.1407	$ .1438	$ .1436	7½
Belgium	Belga	.1390	.1413	.1411	4½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.....	.0296	.0299	5
Denmark	Krone	.2680	.2709	.2706	5½
Finland	Markka	.0252	.0252	.0254	7
France	Franc	.0392	.0398	.0397	3½
Germany	Reichsmark	.2382	.2417	.2414	7
Great Britain	Pound	4.8666	4.9242	4.9163	5
Greece	Drachma	.0130	.0130	.0131	9
Holland	Guilder	.4020	.4075	.4069	4½
Hungary	Pengo	.1749	.1784	.1763	7½
Italy	Lira	.0526	.0528	.0527	7
Jugo-Slavia	Dinar	.1930	.0178	.0179	6
Norway	Krone	.2680	.2707	.2704	5½
Portugal	Escudo	1.0805	.0454	.0453	8
Roumania	Leu	.0060	.0060	.0061	9
Spain	Peseta	.....	.1405	.1397	5½
Sweden	Krona	.2680	.2723	.2720	5
Switzerland	Franc	.1930	.1962	.1960	3½
United States	Dollar	1.00	.9218	1.0079	4½
Argentine	Peso (Paper)	.4244	.4188	.4189	..
Brazil	Milreis	.1196	.1185	.1169	..
Chile	Peso	.1217	.1223	.1218	6
Colombia	Peso	.9733	.9764	.9675	9
Mexico	Peso	.4985	.4851	.4848	6–7
Peru	Libra	4.8666	4.0368	4.0318	7
Venezuela	Bolivar	.1930	.1947	.1945	..
Uruguay	Peso	1.0342	.9713	.9651	..
Cuba	Peso	1.0000	1.0003	1.0003	..
Java	Guilder	.4020	.4062	.4280	5½
Shanghai	Tael	.....	.5531	.5531	..
India	Rupee	.3650	.3696	.3691	7
Japan	Yen	.4985	.4940	.4939	5.48
Siam	Baht (Tical)	.4424	.4591	.4586	..
Straits Settlements	Dollar	.5678	.5695	.5687	..
Jamaica	Pound	4.8666	4.9249	4.9188	..
British Guiana Barbados Trinidad	$	1.0000	1.02 3/64 —1.03 3/64	1.01 5/64—1.02 5/64	..
Other British West Indies	$	1.0000	1.01 5/64—1.03 11/64	1.01 5/64—1.03 3/64	..
Martinique	Franc	.0392	.0398	.0397	..
Guadeloupe	Franc	.0392	.0398	.0397	..

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Foodstuffs

1069. Potatoes.—A firm of commission agents in Port of Spain, Trinidad, would like to represent a Canadian exporter of potatoes.

1070. Onions.—A firm of commission agents in Port of Spain, Trinidad, would like to represent a Canadian exporter of onions.

1071. Fish.—A firm of commission agents in Port of Spain, Trinidad, would like to represent a Canadian exporter of codfish and sardines.

1072. Lobsters; Fresh Fruit; Evaporated Apple Rings.—A firm at Gothenburg, Sweden, wish to import the above-mentioned commodities.

1073. Hay.—A Liverpool firm of importers wish to get into direct touch, as buyers, with exporters of Nova Scotia hay. C.i.f. Liverpool prices and full particulars *re* quality requested in first communication.

1074. Hay.—A Manchester firm of hay importers are interested in having offers from Maritime Province shippers. Quotations desired c.i.f. Manchester with full particulars as to quality.

Miscellaneous

1075. Newsprint.—An agent in Montevideo seeks the representation of a Canadian firm offering newsprint. Send c.i.f. prices and samples (sample post) to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

1076. Newsprint.—An agent in Buenos Aires seeks the representation of a Canadian firm offering newsprint. Send c.i.f. prices and samples (sample post) to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

1077. Broom Handles.—A Manchester firm of agents are open to consider offers of broom handles with a view to representation.

1078. Tool Handles.—A Manchester firm of agents having a connection among tool manufacturers, etc., are open to consider offers from Canadian manufacturers of rock maple shovel handles with a view to representation. Samples and c.i.f. United Kingdom port prices necessary.

1079. Tool Handles.—Manufacturers' representative in Buenos Aires wishes to receive competitive quotations on handles for axes, picks, and shovels, of hickory, ash, or oak (seconds). Price is roughly $1.50 per dozen, packed in cases of 10 dozen, for orders in carload lots, 1,000 dozen. Send quotations and sample cuts (sample post) to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

1080. Birch Planks.—A firm of timber merchants in Glasgow desire to get in touch with a Canadian shipper of birch planks to the following specifications: strictly first quality birch planks, say 10 feet and up long, averaging about 14 feet by 12 inches and up wide, averaging not less than 15 inches by 1, 1¼, 1½, and 2 inches.

1081. Whetstones.—A firm in Hamburg, Germany, wish to receive offers from Canadian suppliers who can deliver all kind of artificial and natural whetstones and hones for tools and razors; these stones to be of a handy rectangular shape.

1082. Building and Road Materials.—A Glasgow firm, importers and agents for building and road materials, are open for a connection with a Canadian manufacturer in these lines. This firm have trained salesmen, branch offices, and a first-class connection, and will welcome proposals from substantial Canadian manufacturers.

1083. Pig Lead.—A Liverpool firm of mineral merchants are interested in getting in touch with Canadian exporters of new soft pig lead.

TRADE INQUIRIES FROM GREECE AND TURKEY

1084. Fruits (Dehydrated).—Concern in Piræus would buy outright dehydrated apples, peaches, pears and apricots.

1085. Potatoes.—Salonica concern wishes to receive quotations c.i.f. Salonica on potatoes. Full information at Department.

1086. Dried Codfish.—Piræus house would buy outright dried codfish.

1088. Tinned Mackerel.—Firm of commission agents in Salonica wish to hear from Canadian exporters of tinned mackerel.

1089. Tinned Sardines.—Constantinople house would desire to secure an agency for tinned sardines in olive oil.

1090. Tinned Sardines.—Salonica commission agent desires to represent Canadian exporter of tinned sardines in tomato sauce.

1091. Wheat and Flour.—Constantinople house wishes an agency for wheat and flour.

1092. Twine.—Salonica agent wishes to represent Canadian exporter of twine. Samples on file at Department of Trade and Commerce.

1093. Jute Bags.—Jute bags are wanted by Salonica house: (*a*) new; (*b*) old, first selected, mended and brushed, free from patched bags.

1094. Paints and Varnishes.—Constantinople firm would like an agency for paints and varnishes. Full particulars must be sent with first letter.

1095. Galvanized Corrugated Sheets.—British house in Constantinople would like to hear from Canadian exporter of galvanized corrugated sheets.

1096. Galvanized Corrugated and Black Sheets.—Smyrna concern is desirous of securing an agency for galvanized corrugated sheets.

1097. Diesel, Gasolene and Electric Motors, and Dynamos.—Diesel, gasolene and electric motors, and dynamos are wanted by a Salonica firm. Specifications on file at Department.

1098. Tractors.—Salonica firm is open to buy crude oil tractors according to specifications on file at Department.

1099. Steam Shovels.—Salonica concern desire to buy steam shovels of a capacity of up to 1,000 cubic metres in ten hours.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To Liverpool.—Nova Scotia, Dec. 24; Newfoundland, Jan. 25—both Furness Line; Doric, Dec. 30; Megantic, Jan. 6; Arabic, Jan. 13; Albertic, Jan. 27—all White Star Line; Dakotian, Dec. 27; Delilian, Jan. 13—both Leyland Line; Manchester Hero, Jan. 2; Manchester Producer, Jan. 14; Manchester Exporter, Jan. 28—all Manchester Line; Lancastria, Anchor-Donaldson, Jan. 20.

To London.—Minnewaska, Dec. 23; Missouri, Dec. 30; Bolivian, Jan. 20—all White Star Line; Aurania, Jan. 6; Concordia, Jan. 13; Alaunia, Jan. 27—all Cunard Line; London Merchant, Dec. 30; Incemore, Jan. 2; Cairnglen, Jan. 10; London Corporation, Jan. 13; London Exchange, Jan. 27—all Furness Line.

To Manchester.—Manchester Brigade, Dec. 27; Manchester Hero, Jan. 2; Manchester Regiment, Jan. 9; Manchester Producer, Jan. 14; Manchester Division, Jan. 23; Manchester Exporter, Jan. 28—all Manchester Line; Dakotian, Dec. 27; Delilian, Jan. 13—both Leyland Line.

To Hull.—Incemore, Jan. 2; Cairnglen, Jan. 10—both Furness Line.

To Glasgow.—Airthria, Jan. 5; Kastalia, Jan. 18—both Anchor-Donaldson.

To Gothenburg.—Gripsholm, Jan. 6; Drottningholm, Jan. 27—both Swedish-American Line.

To St. John's, Nfld.—Nova Scotia, Dec. 24; Newfoundland, Jan. 25—both Furness, Line; Rosalind, Dec. 24, Jan. 7 and 21; Silvia, Dec. 31, Jan. 14 and 28—both Furness-Red Cross Line; Farnorth (also calls at North Sydney), Farquhar SS., Jan. 3, 17, and 31.

To St. Pierre-Miquelon.—Sambro, Dec. 22, Jan. 9 and 27; Fernfield, Dec. 24, Jan. 7 and 21; Farnorth, Jan. 3 and 17—all Farquhar SS.

To South American Ports.—Canadian Skirmisher, Canadian National, Jan. 20.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Dec. 27; Lady Hawkins, Jan. 10; Lady Drake, Jan. 24—all Canadian National; Agnete Maersk, Dec. 31; a steamer, Jan. 16; Peter Maersk, Jan. 30—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Cathcart (does not call at Bermuda or Nassau), Dec. 28 and Jan. 25; Lady Rodney, Jan. 4; Cavelier (does not call at Bermuda or Nassau), Jan. 11; Lady Somers, Jan. 18—all Canadian National.

To Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Colborne (calls at St. Vincent, Grenada and Tobago), Jan. 2; Cornwallis, Jan. 16; Champlain (also calls at St. Vincent, Grenada and Tobago), Jan. 30—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Dec. 25 and Jan. 22; Ottar (also calls at Montego Bay and other Jamaica outports), Jan. 8—both Pickford & Black.

To Australian Ports.—Canadian Britisher, Dec. 31; Canadian Cruiser, Jan. 15—both Canadian National.

To New Zealand Ports.—Canadian Challenger, Dec. 24 (also calls at Bluff); Canadian Explorer, Jan. 25.—both Canadian National.

From St. John

To Avonmouth, Cardiff and Swansea.—Salacia, Anchor-Donaldson, Jan. 18.

To Belfast and Dublin.—Carrigan Head, Head Line, Jan. 10 (cargo accepted for Londonderry).

To Glasgow.—Beaverburn, Canadian Pacific, Dec. 27 and Jan. 24; Airthria, Jan. 4; Kastalia, Jan. 17—both Anchor-Donaldson.

To Hull.—Incemore, Dec. 27; Valemore, Jan. 10—both Furness Line.

To Liverpool.—Beaverburn, Dec. 27; Montrose, Jan. 3; Duchess of Richmond, Jan. 10; Duchess of York, Jan. 17; Melita, Jan. 24—all Canadian Pacific.

To London.—Metagama, Dec. 27 and Jan. 31; Beaverford, Jan. 10; Beaverdale, Jan. 17; Beaverhill, Jan. 24—all Canadian Pacific; Incemore, Dec. 27; Valemore, Jan. 10—both Furness Line.

To Manchester.—Manchester Producer, Dec. 26; Manchester Regiment, Jan. 8—both Manchester Line.

To Antwerp.—Metagama, Dec. 27 and Jan. 31; Beaverford, Jan. 10; Beaverhill, Jan. 24—all Canadian Pacific; Laval County, Dec. 24; Kings County, Jan. 4; Grey County, Jan. 18—all County Line.

To Hamburg.—Beaverdale, Canadian Pacific, Jan. 17; Kent County, Dec. 30; Labelle County, Jan. 7; a steamer, Jan. 28—all County Line.

To South France and Italian Ports.—Valfiorita, Lloyd-Mediterraneo Italian Service, Jan. 15.

To Havre.—Kings County, Jan. 4; Grey County, Jan. 18—both County Line.

To Rotterdam.—York County, Dec. 30; Hada County, Jan. 11; Brant County, Jan. 28—all County Line.

To South African Ports.—Wirral (also calls at West Africa), Elder Dempster, Dec. 27.

To Port Said, Suez, Port Sudan, Aden, Mombassa, Kilindini, Tanga, Dar-es-Salaam, Madras, Rangoon and Calcutta.—City of Worcester, Dec. 23; City of Agra, Jan. 23—both American and Indian Steamship Line (cargo accepted for Zanzibar and other ports as required).

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Jan. 2; Lady Drake, Jan. 16; Lady Nelson, Jan. 30—all Canadian National; Agnete Maersk. Dec. 23; a steamer, Jan. 6; Peter Maersk, Jan. 20—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Asia, Canadian Pacific, Jan. 11.

To Yokohama, Kobe, Miike and Hongkong.—Tyndareus (does not call at Miike), Jan. 7; Teucer, Jan. 28—both Blue Funnel.

To Yokohama, Kobe, Osaka and Dairen.—London Maru, Dec. 24; Paris Maru, Jan. 28—both Osaka Shosen Kaisha.

To Yokohama, Kobe, Osaka, Moji and Shanghai.—Arizona Maru (does not call at Shanghai), Dec. 22; Africa Maru, Jan. 2—both Osaka Shosen Kaisha.

To Auckland, Wellington and Lyttelton.—Golden West, Oceanic and Oriental Navigation Co., Jan. 20.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Jan. 8; Aorangi, Jan. 31—both Canadian-Australasian Line.

To Auckland, Wellington Bluff, Melbourne and Sydney.—Waitemata, Canadian-Australasian Line, Dec. 24.

To Auckland, Wellington, Melbourne, Adelaide and Sydney.—Hauraki, Canadian-Australasian Line, Jan. 12.

To Napier, Lyttelton, Dunedin and New Plymouth.—Waihemo, Canadian-Australasian Line, Jan. 4.

To Melbourne.—Bonnington Court, Canadian Transport Co., Jan. 10.

To Sydney.—A steamer, Australian B.C. Shipping Co., February.

To Brisbane, Sydney, Melbourne and Adelaide.—Roxen, Transatlantic SS., Jan. 8.

To Liverpool, Southampton, London and Rotterdam.—Loch Goil, Jan. 2; Drechtdyk, Jan. 15—both North Pacific Coast Line.

To Manchester.—Atlantic City, Reardon Smith Line, Dec. 28; Pacific Pioneer, Dec. 28; Pacific President, Jan. 11; Pacific Enterprise, Jan. 25—all Furness Pacific Limited.

To Hamburg, Bremen, Rotterdam and Antwerp.—Kinderdyk, North Pacific Coast Line, Dec. 30.

To Havre, Dunkirk, Antwerp and Bordeaux.—Notre-Dame de Fourvière, Dec. 19; Iowa, Jan. 22—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Fella, Navigazione Libera Triestina, Jan. 10.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fé.—Leikanger, Westfal-Larsen, Jan. 2.

To Capetown, Durban and Lourenco Marques.—Erviken, B.C. Shipping Agencies, about Dec. 27.

From New Westminster

To Osaka, Kobe and Shanghai.—Florida Maru, Kawasaki Express Line, Dec. 26.

To Capetown, Durban and Lourenco Marques.—Erviken, B.C. Shipping Agencies, about Dec. 27.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*

Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Calle Coca 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P. Deputy Minister: F. C. T. O'Hara
Director, Commercial Intelligence Service : C. H. Payne

Published in English and French. Subscription Price for either edition: $1 per annum in Canada (single copies 5 cents each): $3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLI Ottawa, December 28, 1929 No. 1352

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MARKETS OF MANCHURIA AND NORTH CHINA

I

L. M. Cosgrave, Canadian Trade Commissioner

[The following is the first of a series of reports by Mr. Cosgrave on Manchuria and North China, which he has recently visited in the interests of Canadian export trade.]

Shanghai, November 15, 1929.—North China and Manchuria form three distinct territories, consisting of:—

(1) North Manchuria, embracing the three northeastern provinces of China—Heilungkiang, Kirin, and Fengtien—which are based on the interior cities of Harbin and Mukden, the latter the capital of the Manchurian Government proper. Through these large distributing centres is handled the import and export trade of a population approximating thirty million, and they form the Far Eastern terminals of the Chinese Eastern Railway, which in turn is the eastern end of the Trans-Siberian Railway.

(2) South Manchuria, which embraces the Kwantung Peninsula based on the rapidly growing port of Dairen, and operated almost entirely by the Japanese Government and by the South Manchurian Railway, which extends from Dairen to its northern terminal, Changchun.

(3) North China, based on the Treaty Port of Tientsin, and including the wealthy provinces of Shantung, Chihli, and Shansi, from which the important trade routes beginning in outer Mongolia, and extending hundreds of

miles into the interior of Mongolia, Chinese Turkestan, and Tibet, draw their supplies.

North Manchuria

North Manchuria is sometimes regarded simply as a sparsely populated section of the outlying northeastern part of China; but from a commercial point of view it includes the regions which are served by the Chinese Eastern Railway, excluding part of Kirin province but including that part of Fengtien province based on the railway centre of Changchun, the southern terminal of the Chinese Eastern Railway and the transhipment point to the South Manchurian Railway for exports and imports via Dairen.

North Manchuria covers an area of approximately 654,000 square miles —greater than the combined area of Great Britain and France. Its foreign commerce is carried on through the Russian port of Vladivostok via the Ussuri railway, the Japanese concession port of Dairen, and to a certain extent through the Chinese port of Yinkou on the Gulf of Pechili, whence a branch railway line joins the South Manchurian railway. The distances from these ports to the more important Far Eastern and Western world ports are as follows:—

	From Vladivostok Nautical Miles	From Dairen Nautical Miles
To Shanghai	933	544
Kobe	804	869
Vancouver	4,401	4,897
San Francisco	4,646	5,494
New York (via Panama)	10,987	12,735
London	11,227	10,865
Rotterdam	11,393	10,547
Hamburg	11,711	10,865

Reference to the accompanying map shows the natural boundaries of North Manchuria. In the west, north, and east are the Argun, Amur, and Ussuri rivers, forming a natural boundary between Siberia and Mongolia on the one hand and North Manchuria on the other, and lying between the Khingan, Alun, and Tienposhan mountain ranges. Between these mountains stretches an enormous fertile plain irrigated by the Sungari river and its tributaries, forming a system 1,168 miles in length, of which over 625 miles are navigable for small steamers and junks, thus ensuring a cheap and easy means of transportation for the movement of Manchuria's enormous cereal crops.

CLIMATE

The climate of North Manchuria is considerably colder than might be expected from its latitude. This territory stretches on both sides of the 45th parallel, being thus situated in the same latitude as Turkey, Central Italy, Southern France, the Great Canadian Lakes, and Vancouver; but the average annual temperature of the Sungari valley approximates that of Denmark. Temperature changes are excessive. The January temperature corresponds to that of Southern Greenland and Alaska, and the summer to that of southern Canada. This variation is extremely favourable to agriculture. Summer droughts are practically unknown, and the severe frost and lack of heavy snows has the effect of reducing to a minimum the destruction of growing crops by insects and rodents.

POPULATION

The population of North Manchuria has increased during the past fifteen years from 3,000,000 to approximately 16,000,000, and now equals in number the population of Siberia. This increase is almost entirely due to the Chinese Eastern Railway, which provides the main artery of commerce throughout the entire length of North Manchuria, and embraces on its route the important cities of Harbin, Changchun, Anta, Tsitsihar, Hailar, and Manchuli. The population is chiefly of an excellent farming type drawn from the Chinese



agricultural provinces of Chihli and Shantung. The European population, represented chiefly by Russians and amounting to approximately 140,000, is either connected with the Chinese Eastern Railway or forms the media of contact with the purchasing population along the railway line.

PRODUCTION

The economic structure of North Manchuria is typical of new country. Agriculture represents approximately 77 per cent of the total annual production, forestry 13 per cent, cattle-raising 6 per cent, manufacturing 3 per cent, and mining 1 per cent. In value this production is approximately as follows, the value of the exports being given within brackets: agriculture, G$262,000,000 (G$92,000,000); timber, G$45,000,000 (G$3,000,000); cattle, G$19,000,000 (G$2,000,000); manufacturing, G$10,000,000 (G$4,000,000); mining, G$3,000,0000, chiefly coal, which is consumed in the local markets.

The Barga or western part of North Manchuria is noted for its cattle production, the Sungari valley in Central Manchuria for agriculture and industry, and the eastern district along the Amur and Ussuri rivers chiefly for timber and agriculture.

GRAIN PRODUCTION

The harvest of grain in the regions served by the Chinese Eastern Railway was estimated in 1927 at 11 million short tons, of which 7·8 million tons were consumed locally and 3·3 million tons exported, chiefly to Japan. Though wheat, oats, and barley are produced in fair quantities, the primary crops of North Manchuria are soya beans and kaoliang, the latter product being similar to sorghum and maize. It is used for a variety of purposes, from foodstuffs to the making of wine.

Since the development of the Chinese Eastern Railway, soya beans have achieved a prominent position in foreign markets. About 50 per cent of the soya beans exported from North Manchuria is absorbed by Japan, where bean cake constitutes the chief fertilizer for field crops. The balance is exported to European countries, to China, and to the Dutch East Indies, either in the form of locally prepared bean oil, or for supply to the bean oil mills of Germany, Great Britain, and the Scandinavian countries. With the growing world demand for vegetable oil and bean cakes both as cattle feeds and as fertilizers, the future is extremely promising for Manchurian production. Shipments are made both via Vladivostok and Dairen, from which services are maintained by European, American, and Japanese lines.

CATTLE BREEDING

The export of Manchurian cattle and stock has not yet attained large dimensions owing to lack of organization in marketing, but the industry is widely distributed throughout the western portion of North Manchuria. The yearly increase of live stock is estimated at: horses, 140,000; large horned cattle, 350,000; sheep, 1,100,000; hogs, 330,000.

TIMBER INDUSTRY

The timber resources of North Manchuria are estimated at 136 milliard cubic feet, of which only about 4 milliard is at present being worked. The forest area, in the form of a large arch, extends from the northern portion of North Manchuria along the Amur river southeast to the Sungari river into Kirin province, connecting with the forests of South Manchuria and Korea near the sources of the Sungari and Yalu rivers. Cedar, ayan spruce, walnut, velvet wood, maple, Siberian aspen, and birch are among the more important woods.

The timber areas are usually worked under concessions by the Chinese Eastern Railway and by private interests, and are adequately equipped with railway feeder lines and with cart and sleigh roads, and a beginning has been made in the construction of saw-mills of a modern type.

Japan and South Manchuria are the chief consuming areas, the timber consisting primarily of railway sleepers, telegraph and electric light poles, and logs. Within the past ten years the Chinese Eastern Railway has begun to operate, in connection with its own timber concession, a parquet and two veneer factories as well as a match factory, and are planning the production of cellulose, cooperage, oak extracts, and paper and cardboard.

MINERALS

North Manchuria is potentially rich in minerals of all kinds, including gold, silver, and copper ores. Successful operation is, however, commercially impracticable at the present time.

Considerable advance has, however, been made in the production of coal, building stone, and lime. Coal is produced chiefly in the province of Kirin,

in the east of North Manchuria, but large deposits of brown coal are at present being worked in the vicinity of Chalainoer, on the main line of the Trans-Siberian Railway. Production at present amounts to between 500,000 and 600,000 tons per annum. Recent investigations indicate the presence of high-grade coal in the vicinity of Mulin and along the Harbin-Changchun branch of the Chinese Eastern Railway.

MANUFACTURING INDUSTRIES

The chief industries of Northern Manchuria are bean oil, flour, and distilled spirits. The total annual value of manufactures is estimated at G$50,000,000, of which G$21,000,000 is represented by bean oil, G$18,000,000 by flour, G$2,000,000 by distilleries, and G$9,000,000 under the heading of miscellaneous.

The chief industrial centres are Harbin and Fuchiatien, the former chiefly Russian and foreign, and the latter industrially almost entirely Chinese.

The bean oil and flour milling industries together have a total of over a thousand native establishments, and fifty-five steam-driven mills are in operation. Out of the fifty-five modern mills, forty-one are located in Harbin and the remainder is distributed along the line of the Chinese Eastern Railway. Flour milling up to a few years ago occupied the chief place among industrial enterprises, but as the result of diminished cultivation of wheat and grain, competition in South Manchurian production was considerably curtailed. Recently, however, as a result of revived interest in the production of wheat, output has increased sufficiently to meet domestic demand and permit of a small surplus for export, chiefly to Japan. In addition to the flour, the local mills produce manna and buckwheat grits, crushed buckwheat and millet.

The third industry in importance in North Manchuria is distilling, producing yearly some six million gallons of spirit, chiefly vodka, kaoliang wine, and methylated spirits.

Bean oil mills, distilleries, and flour mills are responsible for 82 per cent of the industrial production, the balance being contributed by veneer, match and glass and clothing factories and wool-washing plants.

CREDIT AND CURRENCY

Despite the variety of currencies in circulation throughout North Manchuria, credit arrangements are well developed, and both the local and the customary European and American forms of credit are in operation. The following foreign banks, through which all export and import transactions are usually carried out, maintain branches with excellent facilities in Harbin.

British.—Hongkong and Shanghai Banking Corporation; Chartered Bank of India, Australia, and China.

America.—National City Bank of New York.

Japanese.—Yokohama Specie Bank; Bank of Chosen; Harbin Bank.

There are in addition such institutions as the Far Eastern Jewish Bank and the Far Eastern Mutual Credit Bank, both confined to the smaller type of Russian retail trade; and the semi-official Dal Bank, which until closed recently as a result of the Chinese-Russian difficulties, was the chief medium between the large Russian interests, the Chinese Eastern Railway, and foreign trade. Accounts are carried in gold yen, pounds sterling, American gold dollars, and the local Harbin dollar issued by the provincial banks. This last-named local paper money is subject to extreme fluctuations, and though parity is approximately 50 cents gold, varies between 25 cents and 35 cents gold. In so far as foreign trade is concerned, quotations are acceptable in English, Japanese, or American currency.

C.I.F. QUOTATIONS

Quotations for delivery of commodities in North Manchuria are usually required c.i.f. Dairen, Vladivostok, or Newchwang, the bulk of commodities

from Canada and the United States being usually quoted c.i.f. Dairen, whence delivery is taken by local branches of foreign banks, or in view of the excellent facilities which exist for warehousing, held for distribution.

PROSPECTS FOR CANADIAN PRODUCTS

As a preliminary statement, it may be said, speaking generally, that North Manchuria offers excellent opportunities for Canadian manufacturers of agricultural and road-making machinery, portable flour and saw mills, grain elevators, railway supplies of all kinds, paper, industrial leather, and rubber belting, manufactured textiles such as knitted goods and underwear, fertilizers, and canned goods.

Dairen, the chief gateway to this territory, is the second most important port in China, and handles annually a total trade of approximately G$270,000,000. Imports in 1928 were valued at G$84,000,000, and exports at G$160,000,000.

MARKET FOR BISCUITS IN CENTRAL AND NORTH CHINA

W. J. Riddiford, Assistant Trade Commissioner

[Note.—Haikwan tael equals approximately 80 cents Canadian.]

Shanghai, November 25, 1929.—In view of the successful entry into this market of several large Canadian manufacturers of chocolates and hard candies, it would seem to follow that Canadian manufacturers of confectionery should be able to secure a share of the trade in biscuits. As is the case with many foreign articles of food, biscuits are consumed not only by the foreign population, but also by the better-class Chinese.

COMPETITION

There are two manufacturers in Shanghai, but their production is so small and the quality of their products so patently inferior to the imported articles that no serious competition is offered by them.

The following table shows the imports into China of biscuits during the years 1925 to 1928:—

	Values in Haikwan Taels			
Imported from	1925	1926	1927	1928
Great Britain	169,586	248,410	210,833	241,872
United States	80,836	117,244	109,113	118,704
Hongkong	56,123	34,898	75,223	86,953
Japan	31,040	22,275	15,613	14,340
France	7,776	20,125	4,453	9,996
Belgium	1,091	1,466	4,987	9,323
Singapore	1,353	3,729	3,331	8,066
Macao	1,904	1,176	5,028	6,289
Australia and New Zealand	5,443	6,220	2,817	4,709
Canada	102	405	787	412
Other countries	13,000	33,055	20,809	22,772
Total	368,254	489,003	452,994	523,436

It will be noted that Great Britain and the United States enjoy the bulk of the business. The large importations shown as coming from Hongkong are in fact European, Australian, and New Zealand biscuits which are merely transhipped at that port for Central and North China ports.

PACKING

All biscuits imported into this market are packed in tins. Sales are never made in bulk, 1-pound and 2-pound tins of plain biscuits being the big sellers. Soda biscuits come in 3-pound and 5-pound tins. On account of the dampness of the climate a cardboard packing, even if wax-paper wrapped, is useless. The varieties of biscuits imported are limited to plain types, such as afternoon tea, arrowroot, ginger nuts, Graham wafers, etc. Very few biscuits with a filling or an icing covering are bought because of their poor keeping qualities. A price list of one of the local provision importers is on file No. 15476 at the

Department of Trade and Commerce, Ottawa, which is available on loan to any Canadian biscuit manufacturers who are interested in ascertaining the types of biscuits in demand in this market, together with their present retail prices. Prices are given in every case in Mexican dollars, which at the present rate of exchange can be taken as Canadian cents 40 equals Mexican $1.

TARIFF

The duty on biscuits imported into China is 17½ per cent ad valorem on the wholesale market value of the goods in local currency at the port of importation. There are no tariff preferences, restrictions, or pure food law requirements.

METHODS OF SALE

The usual practice in this market is to submit samples and prices of biscuits. Should a dealer be found who is interested in the line, an exclusive agreement is made with him covering a certain territory for a given period. Agents generally work on an indent basis with a commission from 5 to 10 per cent, according to the terms of the agreement.

Sometimes it is arranged that a large firm which is in a position to buy stocks on their own account is made a distributor, with of course the privilege of selling in the same territory at the same price as the agent. An aggressive agent, however, taking orders for the buyer's account is probably the most satisfactory arrangement, as the larger houses are reluctant to keep stocks of perishable commodities. Payment is effected in two ways. American exporters often demand that credits be established, but the bulk of the business is done on a D.P. thirty days' basis. Canadian firms wishing to introduce their biscuits in this market should be prepared to do business under the latter method. Risk should be negligible if Canadian firms, prior to the appointment of an agent, consult this office on the subject. Firms interested would do well to submit samples, catalogues, and c.i.f. Shanghai prices direct to the Canadian Trade Commissioner, P.O. Box 300, Shanghai, who is in a position to report on the possibilities of their lines in China, and recommend reputable parties as prospective agents.

The table showing imports of biscuits into China indicates that this business, while not a large one, is nevertheless annually increasing in volume. There is every reason to believe that the trend will continue upward, but it should be kept in mind that biscuits are bought only by foreigners and by wealthy and foreign-educated Chinese. Foreign-made biscuits are entirely too high in price for the great bulk of the population, who have a cheap pastry of their own which they prefer. It can be seen therefore that continued increases in the importations of biscuits into China indicate that there is not only a growing foreign population in Shanghai and the outports, but that also that every year sees more Chinese young people returning from foreign educational institutions.

SHORT POSTAGES TO CHINA: NOTICE TO EXPORTERS

The attention of Canadian exporters is drawn to the fact that the postage rate for letters to China is 8 cents for the first ounce and 4 cents for each succeeding ounce. Mr. L. M. Cosgrave, the Trade Commissioner in Shanghai, reports that in the month of November he received over twenty short-posted letters from Canadian firms, most of these bearing a two-cent stamp. The penalty in each case was not less than 15 cents.

Apart from the unfavourable impression which is created when such letters are received by firms in China, inattention in this respect involves delay in receipt of the letters as well as expense.

EMPIRE TARIFF PREFERENCES ON CANADIAN GOODS

Compiled by Foreign Tariffs Division, Department of Trade and Commerce

IV*

Australia

AUSTRALIAN TARIFF SYSTEM

Before the establishment of the Commonwealth of Australia in 1901 a different customs tariff was in operation in each of the component states. Interstate trade and overseas trade were subject to the same duties. A Commonwealth Customs Act of 1901 provided for administering the tariffs of the several states and the following year a uniform customs tariff for the whole Commonwealth was brought into force, with the exception that the State of Western Australia reserved the right to levy duty on goods from other states for five years. The Australian Customs Tariff Act of 1908 made provision for preferential duties on certain United Kingdom goods and preferences to the United Kingdom have been continued under subsequent tariff laws of the Commonwealth. In 1921, Australia adopted a tariff similar in form to the Canadian—that is to say, the customs law established three schedules of import duties, namely, British preferential tariff, intermediate tariff, and general tariff.

The Australian general tariff applies to a large part of the British Empire and to all countries outside the Empire. The full British preferential schedule is extended by the Customs Tariff Act to products of the United Kingdom, and following practice which obtained before the Irish Free State was established, remains in force as regards that area. The benefit of the British preferential tariff may be granted in whole or in part to any British Dominion by negotiation. The intermediate tariff may be used similarly for bargaining purposes with either British or foreign countries, but so far is inoperative except as regards some intermediate rates (shown further on) applied to Canada.

Under a reciprocity agreement of 1922, Australia gives New Zealand her British preferential schedule with some modifications.

CANADA TREATS AUSTRALIA AS MOST-FAVOURED NATION

Canada extended to Australia, as well as to all other parts of the Empire, the benefit of the reduced duties established in each of the trade conventions with France (1893, 1907-9, 1921 and 1922). These concessions now consist of the whole intermediate tariff modified on some items by rates still lower. They are granted to the whole Empire under section 5 of the French Convention Act of 1923, which stipulates that the advantages of the convention shall extend to the United Kingdom and to British colonies and possessions which grant Canada the benefit of the most favourable customs tariff treatment which they may extend to any foreign country.

CANADA PASSES AUSTRALIAN TRADE AGREEMENT ACT

An Act of Parliament was passed in Canada on June 27, 1925, sanctioning a reciprocal trade agreement with Australia and giving authority for reductions in duty on the products of that country as follows:—

Fresh meats n.o.p (½ cent per pound)—(n.o.p. means not otherwise provided for in the complete Canadian customs tariff); canned meats, canned poultry and game, meat extracts, and unmedicated fluid beef and soups (15 per cent ad valorem); lard, lard compound and

* The first article in this series, on Great Britain and Northern Ireland and the Irish Free State, was published in No. 1349 (December 7); the second, on New Zealand, in No. 1350 (December 14); and the third, on the British West Indies, in No. 1351 (December 21).

similar substances (free); cottolene and animal stearine n.o.p. (free); tallow (10 per cent ad valorem); beeswax (free); eggs (free); cheese (free); butter 1 cent per pound); tomatoes and other vegetables, including corn and baked beans, in cans or other air-tight packages, n.o.p. (free); onions in natural state (free); apples, dried, desiccated, or evaporated and other dried, desiccated, or evaporated fruits, n.o.p. (10 per cent ad valorem); pears, quinces, apricots, and nectarines n.o.p. (25 cents per 100 pounds); raisins and dried currants (free); fruits in air-tight cans or other air-tight packages n.o.p. (½ cent per pound); honey and imitations thereof (1 cent per pound); sugar, item 135 (British preferential rates); glue, liquid, powdered, or sheet, and mucilage, gelatine, casein, adhesive paste and isinglass (12½ per cent ad valorem); essential oils n.o.p., including bay oil, otto of limes, and peppermint oil (free); unsweetened fruit pulp for manufacturers (free); eucalyptus oil (free). The proportionate difference between the rates stipulated and the Canadian general tariff is to be maintained. On the goods in question Australia becomes entitled alternatively to the lowest rates which Canada grants to any British country. The Canadian ratifying Act provides for extension, by Order in Council, to any British country of the same concessions as are accorded to Australia. Canada about the time the agreement went into force extended its benefits to New Zealand.

The British preferential tariff was afterwards extended to Australia on sugar item 134, by Order in Council under the authority of section 4-a of the Customs Tariff, 1907.

AUSTRALIAN PROCLAMATION GIVING PREFERENCES TO CANADA

To implement the aforementioned reciprocal arrangement, Australia issued a proclamation on September 23, 1925, granting to Canada her British preferential tariff on certain goods and her intermediate tariff on some others. The agreement, it will be noted, does not fix Australian duties on any Canadian goods but guarantees on the items affected British preferential or intermediate tariff rates as the case may be.

Due to tariff revision, some rates have changed since the agreement was entered into. Moreover, through new classifications for tariff purposes, the scope of some items on which Canada is given preference has been modified since the trade agreement went into force. No preferences, however, have been lost through altered nomenclature. This means that in a few instances preference is accorded on some articles now dutiable under tariff headings not included in the original agreement.

Among the preference items are certain classes of printing paper, and some iron and steel tubes which bear " deferred " rates of duty. These deferred rates are higher than the duties adopted for immediate enforcement. When first established a date was fixed for bringing deferred rates into force, but further postponements have taken place, so that the deferred rates in the trade agreement have not yet become operative.

Appended is a list of (*a*) items on which Canada is accorded the British preferential rates in Australia and (*b*) items on which the intermediate tariff is applied. Tariff amendments were recently introduced in the Australian Parliament, concerning which only cabled information has so far been received, so that some alterations in rates not shown here may have provisionally gone into force.

BRITISH PREFERENTIAL RATES OF AUSTRALIAN TARIFF APPLICABLE TO CANADA

	British Preferential Tariff	General Tariff
Fish, fresh, smoked or dried (but not salted), or preserved by cold process.. .. ..per lb.	1d.	1½d.
Fish, preserved in tins or other air-tight vessels, including the weight of liquid contents .. ..per lb.	1d.	2½d.
Fish, potted or concentrated, including extracts of, and caviare ad val.	25%	25%
Fish, not specified in the tariff .. .. per cwt. (112 lbs.)	5s.	6s.
Oysters, fresh, in the shell.. .. ..per cwt. (112 lbs.)	2s.	2s.
Gloves of textile (with some exceptions) .. ..ad val.	Free	25%

BRITISH PREFERENTIAL RATES OF AUSTRALIAN TARIFF APPLICABLE TO CANADA—*Con.*

	British Preferential Tariff	General Tariff
Linotype, monotype, monoline, and other type-composing machines; printing machines and presses; typewriters (including covers); machinery used exclusively for and in the actual process of electrotyping and stereotyping; aluminium rotary graining machines; adding and computing machines and all attachments.. .. ..ad val.	Free	10%
Cash registers.. .. ..ad val.	Free	10%
News printing paper, not glazed, mill-glazed, or coated, in rolls not less than 10 inches in width or in sheets not less than 20 inches by 25 inches or its equivalent.per ton (2,240 lbs.)	Free	£3
Printing paper, otherwise unspecified in the tariff (glazed, unglazed, mill-glazed, or coated) not ruled or printed in any way in rolls not less than 10 inches in width or in sheets not less than 20 inches by 25 inches or its equivalent per ton (2,240 lbs.)	Free	£3
Printing paper, otherwise unspecified in the tariff .. ..ad val.	15%	25%
Writing and typewriting paper (plain), not including duplicating, in sheets not less than 16 by 13 inches .. .. ..ad val.	Free	10%
Deferred duty ad val.	20%	30%

INTERMEDIATE RATES OF AUSTRALIAN TARIFF APPLICABLE TO CANADA

	British Preferential Tariff	Intermediate Tariff	General Tariff
Corsets .. .. ad val	60%	65%	75%
Iron and steel tubes or pipes (except riveted, cast, close-jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes .. .. ..ad val.	Free	5%	10%
Deferred duty ad val.	40%	55%	60%
Goloshes, rubber sand-boots and shoes and plimsolls .. ..per pair	1s. 6d.	1s. 9d.	2s.
or if it return a higher duty .. ..ad val.	25%	30%	35%
Motor car chassis, unassembled, excluding rubber tires and some other parts .. ad val.	Free	22½%	27½%
Motor car chassis, assembled, excluding rubber tires and some other parts .. .. ..ad val.	5%	35%	40%
Vehicle undergear (inclusive of axles, springs and arms); vehicle springs, hoods, shock absorbers and bumper bars; sparking plugs and storage batteries when accompanying cars or chassis; also axles, wheels, and bodies when such are not elsewhere specified in the complete tariff; any vehicle parts, ruled to come within the category of "vehicle parts, n.e.i.", item 359F...ad val.	mostly 40%	mostly 50%	mostly 55%
	(Some increases in amendment now before parliament)		

CONDITIONS OF PREFERENCE

Australian regulations governing tariff preference specify three categories of goods in respect of content which must originate in the country entitled to preference. These are: (*a*) goods containing at least 75 per cent of the labour and/or material of the preference country; (*b*) goods of a class not commercially manufactured in Australia provided they contain at least 25 per cent labour and/or material of the preference country; (*c*) goods "wholly produced or wholly manufactured", as defined, in the preference country.

The 75 per cent or 25 per cent content has reference to cost of materials received in the factory, exclusive of customs duty or excise duty, manufacturing wages, factory overhead expenses, and inside containers. As regards Canadian goods accorded preference, all except corsets, rubber footwear, certain vehicle parts, and the unspecified fish and unspecified printing paper items, appeared in a schedule of goods considered not commercially manufac-

tured in Australia and consequently entitled to preferential tariff treatment on the 25 per cent basis. Those excepted fall into the 75 per cent category.

The last-mentioned condition relating to goods "wholly produced or wholly manufactured" in the country entitled to preference is independent of the 75 per cent or 25 per cent requirement. Applying to Canada the official regulations, originally drawn up for the United Kingdom, manufactured goods, in this regard will be considered "wholly manufactured in Canada if in the raw materials used and also in the finished goods no manufacturing process has been performed outside Canada which is being commercially performed in Canada." The Australian Minister determines what are to be regarded as raw materials for this purpose and may include partially manufactured Australian materials.

In every case it is essential that the final process of manufacture take place in the country accorded preference and that the goods be consigned therefrom direct to Australia.

VALUE FOR DUTY

The Australian Customs Act provides that when any import duty is imposed on goods according to their value, this value shall be (*a*) the actual money price paid for the goods by the Australian importer, plus any special deduction, or (*b*) the current domestic value of the goods if they were sold for home consumption in the country of export, whichever of these two amounts is higher, and increased, in either case, by 10 per cent. In determining current domestic value in Canada for this purpose Canadian customs duty drawback, if any, may be deducted from the Canadian price. The 10 per cent addition is to cover roughly the ocean freight charges and related costs of transportation. Inland freight in the country of export is included in establishing the dutiable value of imports into Australia, as well as all charges ordinarily payable for placing the goods free on board at port of export.

NORTH OF ENGLAND GRINDING WHEEL MARKET

Harry A. Scott, Canadian Trade Commissioner

Liverpool, November 30, 1929.—There is an extensive demand in the industrial North of England for various types of grinding wheels made from either silicon carbide or aluminous abrasives, depending on the requirements of the individual consumers. The engineering trades of Manchester and the Sheffield steel industry are particularly important outlets for all types of abrasive wheels.

Competition in the wheel trade of this market is extremely keen, and it is generally recognized that two large United States manufacturers between them enjoy the major share of the business. Both have been in the field for many years, and having made a reputation for their products, they are able to command business on a far larger scale than their English competitors. One of them has an important branch factory at Manchester, which is understood to turn out on short notice a large number of wheels on specifications of individual consumers from raw materials imported from North America. The majority of the really large orders are for special sizes and shapes, and the organization maintained in England by this American firm is in a particularly advantageous position to get business. While the other well-known American firm producing abrasive wheels for this market does not manufacture in England, they came into the field so many years ago and established such an excellent reputation for quality that a great number of users who have been in the habit of buying this particular brand will not accept any other wheel and regard price as a secondary consideration. The American firm that has its own branch in this country

employs a large staff of travellers covering the territory, and also maintains adequate stocks to meet the current needs of regular customers. The other United States producer has a large firm of distributors acting as agents, with a special department devoted to the handling of wheels carrying large stocks in England. The general opinion seems to be that the American firm with its branch plant in England is expanding its business by reason of its service facilities. This firm has always been noted for wheels suitable for grinding cast iron, brass, bronze, and similar metals of low tensile strength, although in more recent years it is stated that the same firm has been strongly competing, with a wheel suitable for steel grinding, against the other American producer, whose wheels have long been so favourably known in England for high-class steel work.

In spite of this competition, there are a few English manufacturers turning out abrasive wheels which are apparently of quite good quality, but owing to the fact that the two American firms before referred to are so strongly entrenched, competition with them is very difficult. Other American wheels are being marketed in England through large distributing houses specializing in their importation, and during recent years two Canadian grinding wheels of very good quality have been introduced to this market.

The difficulties to be met with in developing a market for a new brand of wheel are formidable, and it is the considered opinion of several distributing houses in this district that the only satisfactory method by which a share of this important market could be obtained would be through the setting up of a branch organization in this country and carrying large stocks. Such an organization would need to carry something like $75,000 worth of stocks on hand in order to cope with the variety of orders, and even then it would be difficult to compete against the American organization which is in a position to make up wheels to special requirements on a few days' notice.

An alternative would be to link up with some large distributing house that might be induced to carry such stocks by special arrangement with the manufacturer. The problems involved in the marketing of grinding wheels, however, are of so technical a nature that it is difficult to see how any new firm can hope to penetrate this field without first conducting a personal canvass of the market, which should assist in determining whether or not a share of the available business could be obtained at a profit. Under existing conditions, the majority of distributing houses take the view that they can see little inducement to stock an unknown wheel, and the North of England branch of one important London firm who already act as the United Kingdom distributors for what they consider to be a good-quality American grinding wheel, suitable for high-class work, recently pointed out that they found it most difficult to make any headway in this section of England against the competition referred to above.

HONEY MARKET IN NORTH OF ENGLAND

Gerald A. Newman, Assistant Trade Commissioner

Liverpool, December 9, 1929.—While consumption per capita is not nearly as large in England as in Canada, due to the fact that it is too high-priced for the poorer classes, the demand for honey in Great Britain has shown a steady increase since the war. Largely by means of propaganda, Empire honey has gained a distinct preference over foreign, with the result that Canadian producers have a greater potential market in the United Kingdom than ever before. One of the largest high-class grocery stores in Liverpool is stocking Canadian honey exclusively and has contracted for a year's supply. This they state is a direct result of the advertising of Empire goods. Careful grading and selec-

tion, combined with a reasonable price, should substantially increase the Dominion's share of this growing trade.

METHOD OF DISTRIBUTION

Imported honey is being marketed in Liverpool by two methods. There is the common practice of working through brokerage houses. (Although shipping on consignment is being done, it is not advisable.) One leading broker prefers to have prices quoted him, receiving shipment on acceptance of offer. The usual brokerage charge is 2½ per cent, which the shipper may deduct from his invoice. Payments are made on arrival of steamer. Storage charges are assumed by the broker and charged against the buyer.

The other method of doing business is selling direct to large importing houses. These firms usually charge a discount of 3 per cent. In all cases prices should be quoted c.i.f. Liverpool, and samples forwarded.

COUNTRIES EXPORTING TO GREAT BRITAIN

Due to unfavourable weather conditions, bee-keeping is not extensively engaged in in Great Britain. The larger portion of the honey that is produced is marketed during the summer months at high prices. Only a fourth of the demand is supplied from domestic sources. California, Chile, Argentina, Italy, Siberia, Cuba, Jamaica, New Zealand, Australia, and Canada are the importing countries. Imports of honey into the United Kingdom were valued at $98,988 in 1928, of which Canada is credited with £10,315.

HONEY FOR MANUFACTURING PURPOSES

There are two distinct types of demand in Great Britain. One is in the homes, where fine qualities are required, such as white clover, extra light amber, and light amber. The other is for use in manufacturing and by chemists and bakeries. This trade calls for medium-grade honey of low price and is catered to by Chile, Cuba, and Jamaica. The honey is shipped in 1½-cwt. kegs, 3-cwt. barrels, and 6-cwt. casks. One broker has arranged for a shipment of 450 kegs of Chilian honey at 34s. ($8.26) per cwt. c.i.f.

HONEY FOR TABLE USE

It is in honey for table use that the Canadian product finds a market. Competition is from New Zealand, California, and Argentina. At present New Zealand honey, though of good quality and well advertised, is nevertheless moving slowly due to the high price demanded. Argentine light amber is being offered at 46s. ($11.19) to 48s. ($11.67) spot. Finer grades of Chilian honey classed as light amber packed in 60-pound tins are sold at 46s. ($11.19) to 47s. ($11.43) spot. However, it is from California that Canada faces the keenest competition. Like Canada, California produces a white clover honey of fine quality, an extra light amber, and a light amber. California honey is being sold at the following approximate prices: Orange Blossom—sage, 55s. ($13.38) per cwt.; extra white, 45s. 9d. ($11.12) per cwt. c.i.f.; extra light amber, 41s. 6d. ($10.09) per cwt. c.i.f.; and light amber alfalfa at 40s. 6d. ($9.85) per cwt. c.i.f.

In view of the above figures, Canadian honey of finest quality would have to be offered c.i.f. 48s. ($11.67) to 50s. ($12.16) per cwt., while light amber honey to have a ready sale would have to be placed at c.i.f. 40s. ($9.73) to 45s. ($10.94) per cwt. English buyers require a honey of smooth texture, even colour, and full flavour. These qualities Canadian honey possesses, and if sold at the above prices, should reach a substantial market of middle-class buyers that specialty honeys of high price fail to attract.

Buckwheat honey has little sale in Great Britain.

COMB HONEY

Comb honey, besides that produced locally, is being imported from Ireland and California. One Liverpool firm has had an offer of Californian comb honey wrapped in selfan paper at $5 (20s. 6d.) per twenty-five sections f.o.b. San Francisco. There is an increasing demand for honey in the comb.

PACKING

Honey is being shipped in 28½-pound pails, 6-10 pound pails, and 12-5 pound pails, but the most favoured method is in 60-pound tins—two to a case. The wooden cases should be strong and well made. The gross weight for honey and cases would be about 135 pounds. Honey shipped in the large tins is usually rebottled by English buyers under their own brands. Any interested Canadian firms are invited to communicate with the Canadian Trade Commissioner at Liverpool.

ECONOMIC CONDITIONS IN SCOTLAND

G. B. Johnson, Canadian Trade Commissioner

Glasgow, December 2, 1929.—The shipbuilding industry of this country has safely emerged from another industrial dispute which threatened a lockout of the shipyard joiners on November 23. The dispute between the latter's union, the Amalgamated Society of Woodworkers, and the Shipbuilding Employers' Federation was a serious threat to the shipbuilding industry as a whole. Fortunately for all concerned, the trouble has been settled without the loss of a single day's work on the Clyde.

In general, the Scottish iron and steel trade remains comparatively quiet. The requirements of the shipbuilding yards in the West of Scotland continue moderate, which seems surprising in relation to the activity of the yards. There is more confidence in the structural steel trade, and locomotive and rolling stock conditions are satisfactory. The tube trade is also encouraging. Export markets, however, continue dull, and the pig-iron trade shows no sign of improvement.

The linen trade delegation representing the manufacturers of Scotland and Northern Ireland, to the United States and Canada, have issued their report and recommendations. Among other things they have been impressed by the prospects of bringing flaxen products more into the front rank of fashion dress textiles. As a result, it is reported that the Irish linen trade will now consider a project for the establishment, as early as possible, of style research bureaux in the United States. Their function will be to study every change of fashion and report to headquarters.

MARKET FOR FERTILIZERS IN BRITISH GUIANA

F. L. Casserly, Acting Trade Commissioner

Port of Spain, December 11, 1929.—Imports of all kinds of fertilizers into British Guiana in the calendar year 1928, the latest available period of record, were as follows:—

	Long Tons	$
United Kingdom	6,659	336,926
United States	297	15,897
Holland	1,982	52,649
Belgium	60	1,193
	8,998	406,665

The principal kind in use is sulphate of ammonia from the United Kingdom and the United States, containing about 21·1 per cent of nitrogen equal to 25·66 per cent of ammonia. This material costs c.i.f. Georgetown about $55 per long ton.

Much smaller quantities of other fertilizers are in demand; the principal varieties are given hereunder:—

Basic slag, from Europe, costs c.i.f. about $23 per long ton, and contains about 19 per cent of anhydrous phosphoric acid, soluble in water.

Superphosphates of lime, from Europe, containing 18·24 per cent of phosphoric acid soluble in water, equal to 39·84 per cent of tribasic phosphate of lime, is quoted at about $20 per ton.

Fish manure comes from England; a favourite variety contains the following substances: 4·45 per cent of nitrogen equal to 5·4 per cent of ammonia, 13 per cent of soluble phosphates, 5·71 per cent of insoluble phosphates, and 10·14 per cent of potash. A recent quotation was $50 per long ton.

Calcium cyanamide, costing c.i.f. $48 per long ton, contains 20·6 per cent of nitrogen equal to 24 per cent of ammonia; Europe supplies this material.

Sulphate of potash, likewise from Europe, is quoted at $53 per long ton, and contains about 50 per cent of pure potash.

Crushed lime is also used in very small quantities, and is sold at about $11 per ton.

Import duties are, ad valorem, 2 per cent British preferential and 5 per cent general. Methods of application are the same as in Barbados (see *Commercial Intelligence Journal* No. 1344: November 2, 1929, page 618). Sugar estates are about the only users. The standard package is the jute bag holding 224 pounds, except for basic slag, which comes in bags of 160 pounds net. Importations are made throughout the year; there is no special buying season.

A list of the principal importers of fertilizers in British Guiana is on record with the Department of Trade and Commerce, and may be had on application, quoting file No. T.C.-10-123.

EUROPE'S LARGEST SILVER FOX EXHIBITION

Frederick H. Palmer, Canadian Trade Commissioner

Oslo, December 5, 1929.—The largest collection of fur-bearing animals ever brought together in Europe was exhibited in Oslo between November 27 and December 1. From practically every point of view the exhibition was a complete success.

The first National Show was held in Oslo in December last year, when only 521 silver foxes were exhibited in the limited space then available, and this year it was early decided to enlarge. Practically all Norway and Sweden have been taking a much deeper interest in the financial possibilities of fur farms, and it was easy to attract increasing attention to this year's exhibition. About the middle of October preliminary arrangements regarding local exhibitions were concluded, and a series of very successful local displays greatly increased the attention the general public were beginning to show in this new and important industry, in which 30,000 animals valued at 40,000,000 kroner or approximately $10,750,000 represent the investment.

These preliminary exhibitions were held at Namsos, November 14 to 16; Sunndalsöra, November 19 to 21; Trondhjem, November 22 to 24; Sandane in Nordfjord, November 20 to 22; and at Aal in Hallingdal from November 21 to 23.

From an early hour the day before the exhibition opened streams of traffic from all parts of Norway began to concentrate on Oslo, and a special night

train was requisitioned to bring over 500 animals from the northern districts. Some 1,453 animals were shown, representing 672 owners. The largest single group was of ten foxes; only two groups of this size were on exhibition. With the exception of 35, all the animals shown were from Norwegian farms; and of the 35, 10 were the property of one Swedish exhibitor. The exhibits were divided into five groups, each of four classes. Six official judges were kept extremely busy from Monday until Saturday. One class alone had over 180 entries, and it required over six hours to complete the judging.

HONOURS AWARDED

The usual European method of awarding honours was followed at this exhibition—that is, if no animal exhibited was of first-class quality, no first prize should be awarded. If, on the other hand, several foxes were shown of very high quality, then several of the best of these would each receive a "first prize". Similarly, several "second prizes" and many "third prizes" for each class might be awarded. In all, for all classes, 57 first prizes, 140 second prizes, and 235 third prizes were given during the exhibition.

SALES DIVISION

A small section of the exhibition was devoted to the sale of foxes. It could not be ascertained how many animals were sold nor what prices they realized, but it is believed that the highest price paid for one pair was 8,000 kroner or approximately $2,100.

COMMODITY SECTION

A further section of the exhibition was reserved for the display of goods of special interest to fox breeders and fox farm operators. Microscopes, wire netting, freezing machines and refrigerators, fox-killing apparatus (lethal gas and electric), animal disease remedies, prepared foods and biscuits; brushes, combs, and preparations for the care of the pelts, instruments for holding open the mouths of foxes, and a multitude of machines for grinding meat and bone for fox food, both hand and mechanically operated, were among the products that were put on exhibition.

At the conclusion of the fair, which was attended by over 20,000 persons, some of the animals were shipped direct to their holdings. But as most of the fur farms of Norway are situated on the western coast, before dispersion most of them are being shown at exhibitions that are being held at Bergen and Aalesund. At the latter fair between 900 and 1,000 foxes are being displayed.

POLISH GRAIN PROTECTION

L. D. Wilgress, Canadian Trade Commissioner

[1 zloty equals about $0.112; 100 kilograms (kg.) equal 220 pounds.]

Hamburg, December 7, 1929.—The issue of the *Polish Economist* for December, 1929, contains an interesting article on Polish grain policy. After describing the importance of grain production in Polish economy and the measures adopted in other countries to protect agriculture, the article points out that Poland was one of the last countries to decide upon protective measures for agriculture, but that this became a necessity since other countries had adopted a policy of protection and increased production, which affected the interests of Poland. Protective measures had to be taken in order to improve the unfavourable position of the Polish farmers.

In the autumn of 1928, the imports of grain into Poland assumed large proportions; thus, in August the imports of rye were 7,264 tons, in September 4,178 tons, and in October 3,514 tons, while at the same time the Polish grain markets were slack and in view of the good crops these imports were absolutely superfluous. It is also worthy of note that grain was imported into Poland despite the fact that the prices in Poland were lower than in Germany; the anomaly is accounted for exclusively by the high export premium given to the grain exporters in that country.

It was not until November 1928 that Poland introduced a customs duty on the imports of wheat amounting to 11 zloty per 100 kg. and a few months later an identical duty on rye. On September 5, 1929, the customs duty on imported rye flour was raised from 5 to 16.50 zloty per 100 kg. and on September 18, 1929, the following customs duties were introduced (in zloty per 100 kg.); oats, 11; barley, 11; maize, 6; buckwheat, 6 millet, 3; peas, 6; flour (not specially designated), 16.50; barley groats, 17; buckwheat and millet groats, 11; wheaten groats (not specially designated), 18.

In the course of the summer of this year all the restrictions on the export of grain were repealed, and since that time the Polish grain policy has been based on two generally recognized principles, namely non-restriction of export and the protection by means of customs duties. In addition on November 16, the Government introduced for a period of five months—that is to April 15, 1930—a customs duty drawback when exporting grain, the products of flour mills and malt.

The extent of the customs duties on imported grain was fixed below those of many other countries, and also below the German export premiums. It may be recalled that the German premium for wheat is R.M. 6.50 and for the remaining varieties of grain R.M. 6 per 100 kg., which converted into Polish currency comes to 13.80 zloty and 12.80 zloty respectively, whereas the customs duty on the four varieties of grain is 11 zloty per 100 kg. It is clear therefore that under the present conditions the customs protection in Poland is moderate, and is adapted to the conditions obtaining on the European corn markets as a whole.

The protection of agricultural production in Poland is all the more justified, as agriculture is still in the phase of gradual development which is reflected in the increase in the area under cultivation, an increase in the number of domestic animals, in the growth of the consumption of artificial fertilizers, in the progress in improvements, etc. In addition, the differences between good and bad crops in the different years are becoming smaller and smaller, while at the same time there is a steady growth in the yield per hectare which testifies to progress in this domain.

The crop returns in Poland for the last five years were as follows:—

	In Metric Tons (2,204 Lbs.)				
	1925	1926	1927	1928	1929
Wheat	1,738,400	1,428,500	1,662,600	1,611,600	1,640,000
Rye	6,740,600	5,182,300	5,887,000	6,110,100	6,260,000
Barley	1,300,700	1,214,100	1,275,900	1,527,200	1,370,000
Oats	2,092,900	1,940,800	2,138,900	2,497,700	2,540,000
Total	11,872,600	9,765,700	10,964,400	11,746,600	11,810,000

The adoption of the principles of the grain policy dealt with above was necessary for the establishment of equilibrium on the home grain markets and for the creation of foundations for further development in production, which, being rationalized, has every prospect for future development.

FOREIGN TRADE OF MEXICO IN 1928

C. Noël Wilde, Canadian Trade Commissioner

V*

Imports of Manufactured Products—*Continued*

[Note.—In the following report all values are given in Mexican currency, the par value of the peso being 49·85 cents Canadian currency. Where weights are given in tons, metric tons of 2,204·6 pounds are referred to.]

PAPER AND PRODUCTS

This classification is subdivided as follows:—

	1925	1927	1928
Paper and cardboard	$ 4,465,169	$3,534,845	$3,400,563
Manufactures of paper	2,599,535	1,786,212	1,919,020
Products of the graphic arts	1,337,188	1,468,340	1,485,140
Wall paper	1,141,815	1,170,509	1,314,595
Books and music	970,478	846,242	1,198,565
	$10,514,185	$8,806,148	$9,317,883

Paper and cardboard, as will be seen, is imported in fair quantities; most of the requirements of the country are, however, provided by domestic mills. Of these, there are five of large capacity, which jointly are said to produce some 40,000 tons of paper per annum. The quality is suitable for ordinary uses, but for high-class work it is still considered necessary to use foreign papers. In bond and ledger paper Canada does a fair trade, but increases of duty (which were made in 1924 and 1928) have operated against an expansion of this business. It is considered impossible to import newsprint into Mexico for the same reason, although small quantities occasionally are sent to border points from foreign sources; in these cases high interior freight rates cancel any advantage derived from the tariff. Special qualities of paper, such as "glassine", high-grade lithographic paper, and certain kinds of kraft are also imported.

Manufactures of paper consist of paper bags, cardboard boxes, blank books, envelopes, tubes, and a variety of unspecified articles; there is an increasing local manufacture devoted to the production of such articles, and for this reason it is probable that the imports will continue to decline. At present practically the whole of the imports come from the United States.

"Products of the graphic arts" consist of advertisements, engraved paper (e.g. writing paper with monogram or crest), maps, periodicals, catalogues, paintings on paper, playing cards, etc. They come from practically every country, including Canada.

Wallpaper comes principally from the United States and Germany, but Belgium, France, Canada, and Great Britain are well represented in the trade. The quality of the Canadian wallpaper is said to be good, and the only reason why she does not secure a larger part of the demand is owing to the fact that many of the designs are not suited to the Mexican taste. The standard roll of wallpaper is 7 metres long, and either 50 or 60 centimetres wide.

RUBBER GOODS

The items comprised in this classification are as follows:—

	1925	1927	1928
Pneumatic tires and tubes	$ 4,285,928	$3,759,661	$3,872,654
Solid tires	261,157	252,726	191,588
Machinery belting	843,727	731,032	731,394
Hose	543,122	502,511	495,299
Packing	888,670	682,712	739,108
Sundry	3,306,320	2,183,429	2,763,650
	$10,128,924	$8,112,071	$8,793,673

*The first three sections of this report, embracing a general statement on the trade of Mexico, and consideration of the imports of animals and food and drink, were published in No. 1350; and the fourth, embracing semi-manufactured and the first section of manufactured products, in our last issue.

It will be observed that there has been a decrease in all items since the year 1925; in the case of materials required for industrial purposes this may be attributed to the reduced activities of the oil and mining companies. It is difficult to account for the decrease in pneumatic tires in view of the known increase in the number of automobiles, though it is attributable in part to the establishment of local factories; the same remark applies to the item of "sundries."

Pneumatic Tires and Tubes (1925, $4,285,926; 1928, $3,842,654).—These are imported principally from the United States, although Great Britain has during the past few years entered the market on a substantial scale; France, Italy, and Canada also do a fair business with Mexico. Practically all well-known American brands are on the market; the manufacturers maintain branch houses and warehouses in Mexico City, and keep large stocks of all sizes of tires and tubes; they distribute to the retailers, who in turn sell to the consumer, although they may occasionally sell direct. The business is highly organized, and there is keen competition; in order to enter the market new firms would find it necessary to maintain stocks and organize a system of distribution similar to that already existing; a certain amount of advertising or other propaganda would also be necessary, as users have their favourite brands and generally require some special inducement to make a change.

Solid Tires (1925, $261,157; 1928, $191,588).—These are also imported principally from the United States, though Czechoslovakia, Belgium, and France also figure in the statistics. In general, the same remarks apply as in the case of pneumatic tires.

Machinery Belting (1925, $843,727; 1928, $731,394).—This is another product in which competition is very keen—in fact, it is stated that manufacturers will ship belting to large users on consignment, payment being made only when and as it is used. This introduces an extension of credit with which firms new to the market find it difficult to deal. The principal sources of supply are the United States and Great Britain, though France and Germany also do a small trade. All widths are required, that used for transmission being from 2 inches to 16 inches, while conveyor and elevator belting varies from 14 inches to 30 inches.

Hose (1925, $543,122; 1928, $495,279).—There is a considerable demand for hose for pneumatic drills in $\frac{1}{2}$-inch, $\frac{3}{4}$-inch, and 1-inch diameters, the last-named probably being purchased in the largest quantities. Fire hose is only imported to a limited extent, but combination suction and discharge hose, in diameters ranging between 2 inches and 12 inches has a good sale, as also does sea-loading hose from 4 inches to 12 inches diameter. There is only a limited demand for steam hose. Eighty-five per cent of the imports come from the United States, the remainder being divided between Germany, Great Britain, and Canada.

Packing (1925, $888,670; 1928, $739,108).—All kinds of packing for machinery are required, and the market presents no special features. Nearly 90 per cent of the imports come from the United States.

Sundry (1925, $3,306,320; 1928, $2,763,650).—This comprises such items as rubber shoes, dentists' rubber, heels, soles, rubberized sheeting, and a large variety of minor products such as hot-water bottles, surgeons' gloves, toys, balloons, sporting goods, bathing caps, etc. The imports of rubber heels are decreasing on account of the establishment of local factories; until three years ago these were imported in very large quantities, but their value for 1928 amounted to only $6,500. Canada does a fair trade in surgical equipment, rubber soles, and other products.

LEATHER PRODUCTS

The item is subdivided as follows:—

	1925	1927	1928
Hides and leather	$2,108,898	$2,150,993	$2,493,634
Footwear	3,822,367	2,116,393	1,872,297
Gloves	136,562	106,228	103,349
Sundry	1,660,114	1,251,419	1,399,788
	$7,727,941	$5,625,033	$5,869,068

Hides and Leather (1925, $2,108,898; 1928, $2,493,634).—There are a large number of tanneries in Mexico, some of which produce a high quality of leather; the manufacturers of footwear, harness, and other articles still, however, find it necessary to import a large part of their requirements, more especially in the finer grades; these come from a large number of countries, the United States being the principal source of supply. It has been found that Canadian leathers are in a position to compete, one brand in particular having a large sale; patent leathers are difficult to introduce, the climatic conditions of Mexico causing the majority of them to deteriorate rapidly—in fact, it is stated that only two firms in the world have succeeded in producing a patent leather which is satisfactory to the country. There is no demand for imported sole leather, the domestic product being quite satisfactory and produced in sufficient quantities to meet all the requirements of the footwear industry.

Footwear (1925, $3,822,367; 1928, $1,872,297).—As will be seen, the imports are declining, owing partly to the high quality of the local product and partly to increases of duty which were made in the year 1924. (These duties vary from 70 centavos to $2.50 per pair, plus 10 per cent of their value.) Many of the domestic factories are well organized, using highly efficient machinery, with a well-established sales organization: some of these are under British control and management. Their products are quite satisfactory to both natives and foreigners, and compare very favourably with those of other countries. The peon (who formerly wore sandals or went barefoot) has also taken to leather footwear, this being considered by him as one of the first evidences of an improved condition in life. Imported footwear comes almost exclusively from the United States, and consists of either shoes of a specially high grade or the product of factories which find Mexico a convenient market for disposal of surplus stocks. Such footwear as comes from other countries is usually for the special requirements of customers. It is doubtful whether Canada would find the market sufficiently extensive to make the effort worth while.

Gloves (1926, $136,562; 1928, $103,349).—The highest quality, and in fact the greater part of the imports, come from France. As will be seen, the demand is not large. Ladies' gloves account for the bulk of the imports; workmen's gloves of the type in use in Canada are little known, but there are opportunities for a good quality of automobile glove selling at a fair price.

Sundry (1925, $1,660,114; 1928, $1,399,788).—This comprises machinery belting ($577,179 in 1928) and a large number of minor items which cannot be specified in detail. With regard to the former, it may be said, so far as the mining industry is concerned, little leather belting is used on account of its high price; the textile factories, however, still make use of it, and it is from these that the principal demand comes. The sizes required are 1¾-inch, 2-inch, 3-inch, and 3½-inch. Competition is keen, but there appears to be an opening for a Canadian product of good quality.

EARTHENWARE AND GLASS

The item is made up as follows:—

	1925	1927	1928
Bottles and tableware	$3,344,443	$2,027,047	$2,180,543
China and porcelain	1,310,218	1,268,960	1,408,862
Window glass	1,301,425	779,929	963,061
Glassware, n.o.s.	778,445	451,687	417,762
Tiles, bricks, etc.	424,588	268,035	278,512
Earthenware	284,028	228,259	228,148
Marble and cement manufactures	262,984	264,154	198,900
Sundry	42,483	80,739	61,071
	$7,748,614	$5,368,810	$5,736,859

These are of little interest to Canadian exporters as it does not appear that she is in a position to compete in the majority of the items; where she can do so the fact is mentioned below. Bottles come from the United States, Germany, Czechoslovakia, Spain, France, and Great Britain; there is also a local industry devoted to their production. The best qualities of tableware come from France and Czechoslovakia, but many other countries share the trade.

Chinaware and porcelain imports consist of tiles, mosaics, a great variety of tableware, and plumbing supplies. Canada is a manufacturer of the latter, but prices are somewhat on the high side: notwithstanding a small trade has been done during recent years.

Window glass is chiefly from Belgium. Canada does not export.

Glassware n.o.s. consists of mirrors and optical glass. Canada has been very successful in the export of lenses for eyeglasses and spectacles, and the quality is reported to be uniformly satisfactory.

Tiles, bricks, etc., consist of sewer pipe, tiles, and slate. This item is of no interest to Canadian exporters.

Earthenware consists of jars, and pottery of an inferior grade to porcelain. An important item is insulators for electric installations, which come from the United States, Germany, and Canada.

Marble and cement manufactures consist of a large variety of articles, none of which are of interest to Canada.

Sundries are principally roof lights and window glass in prisms, etc., which Canada does not export.

WOOD MANUFACTURES

The classification consists of the following items:—

	1925	1927	1928
Furniture	$1,300,300	$1,038,116	$1,143,770
Box shooks	1,298,288	1,276,483	1,523,207
Barrels	791,203	1,924,121	1,585,629
Sundries	1,638,044	1,484,977	1,361,335
	$5,027,835	$5,723,697	$5,613,941

Furniture is imported in substantial quantities from the United States, France, Spain, and Czechoslovakia. There is a demand for high-class household furniture in walnut, mahogany, and other hardwoods, and a large amount of the cheaper grades, machine-made, comes from the Northern United States. Office furniture is also imported practically entirely from the United States. A large quantity of household furniture of a high quality and in artistic designs is also made locally.

Box shooks are imported principally for use by the large oil companies, which have extensive plants devoted to the manufacture of packing cases for petroleum and gasolene. The principal source of supply is the Pacific Coast of the United States. Canadian firms have made many efforts to compete, more

especially in British Columbia, but as a general rule their prices are very slightly on the high side. Consumers, however, have expressed a desire to secure supplies from Canadian sources, and if quotations could be reduced there is no doubt that much larger orders could be secured than has hitherto been the case. Of recent years, box shooks have been manufactured in Mexico on a substantial scale, and these have been found fairly satisfactory to a number of users; complaints are made, however, that the wood is not of high quality, being liable to split, and for this reason it is anticipated that box shooks will continue to be an important item in the import trade for many years to come.

Barrels are used on a large scale by the breweries, of which there are some thirty in the country: eight of these operate on a large scale. The sizes most in demand are halves, quarters, and eighths (i.e. 60-litre, 30-litre, and 15-litre), and probably more than 50 per cent of them are quarters. They are made of oak, and must be of the strongest possible construction owing to the rough usage they receive. Practically the whole of the imports come from the United States, but investigation shows that Canada is probably in a position to compete.

Sundries.—No details are given which would enable an analysis to be made of this item.

ARMS AND EXPLOSIVES

The item is subdivided as follows:—

	1925	1927	1928
Explosives	$4,368,842	$3,633,769	$3,597,049
Arms and ammunition	628,871	1,069,295	1,500,432
Matches	48,395	27,680	13,067
	$5,046,108	$4,730,744	$5,110,548

Under explosives are included dynamite, fireworks, fuse, and gun-cotton. The first-named represents over 60 per cent of the total, and comes from the United States and Germany. There is also a local industry, which is reputed to be a branch of a foreign manufacturer. It does not appear that Canada is in a position to compete.

Arms and ammunition are imported largely from Belgium and Spain, the latter country producing effective weapons of the " automatic " type at a very low price. Cartridges come principally from the United States, but there are severe restrictions in their import except in the smallest sizes.

Matches are imported, as will be seen, to only a small extent; they come from the United States. There is a large and prosperous local industry, which provides practically all the requirements of the country.

TOBACCO

This classification, as will be seen, is of minor importance. Very large quantities of the raw leaf are grown in the country, and there are also a number of factories operating on an extensive scale, which supply the total demand of the native Mexican for cigars and cigarettes; one of these is under British control. Pipe tobacco is little used, but its manufacture has recently started, and the product is of a fairly satisfactory grade (one of these is, curiously enough, named " Canadian Club ").

Such imports as take place are principally for use by members of the foreign colonies in Mexico, many well-known British and American brands of cigarettes being on sale in all large cities. The following gives the only details which are available:—

	1925	1927	1928
Cigars and cigarettes	$290,401	$226,047	$169,652
Tobacco	6,598	4,636	1,416
	$296,999	$230,683	$171,068

It is probable that imports will decrease in future, as local factories have recently begun to manufacture a cigarette which resembles the foreign cigarette in flavour and can be marketed at a much lower price. Mexican cigars are popular; they are said to compare favourably in flavour with those from Cuba, and are sometimes marketed as such.

SUNDRY MANUFACTURES

This classification is made up of the following items:—

	1925	1927	1928
Musical instruments	$ 4,486,433	$ 4,142,111	$ 5,122,128
Jewellery	1,618,696	1,286,727	1,618,664
Scientific instruments	1,075,093	1,237,662	1,156,278
Clocks and watches	1,501,703	887,391	943,086
Objects of art, etc	1,660	3,562	2,451
All others	7,845,867	6,716,330	7,190,673
	$16,529,452	$14,273,783	$16,033,280

Musical Instruments (1925, $4,486,433; 1928, $5,122,128).—This item includes not only musical instruments, but radio apparatus and gramophones. Seventy-five per cent of the total imports come from the United States, though Germany has a fair share of the trade in pianos and wind instruments. As far as pianos are concerned, the demand is falling off owing to the competition of other forms of entertainment such as radio; this fact is clearly shown by the following statement of numbers imported: 1925, 4,689; 1926, 3,507; 1927, 1,327; 1928, 1,297.

Practically all the pianos imported are of the automatic type, and the cheapest make on the market comes from Chicago; an investigation indicates that there is a sale for a good piano which would cost from $250 to $350 c.i.f., but hitherto Canada has been unable to enter the market on account of her inability to compete in the matter of terms. Probably 90 per cent of the pianos are sold on the "easy payment" or "hire purchase" system, payments being spread over a period of twenty-four months; the manufacturer ships to Mexico, paying freight and duties, and the importer sells on the above-mentioned terms, making remittances as he receives them from the purchaser, deducting his commission or profit from the first payment. Gramophones are sold on a similar basis, with the exception that some manufacturers have branches in Mexico City and distribute through these instead of employing an agent. The system is said to be satisfactory to all concerned, and there are few bad debts incurred; at the same time, the buyer pays a high price for his purchase, as rates of interest are high; he is, however, willing to incur this extra expense in return for facility in payment.

With regard to radio apparatus, this comes entirely from the United States; Canadian houses have been endeavouring to compete, but where investigations have been made it has been found that quotations are far too high—in some cases over 100 per cent more than those of other countries. The market is increasing rapidly, however, and is worthy of greater efforts than have been devoted to it.

Jewellery (1925, $1,618,696; 1928, $1,618,664).—Jewellery is imported into Mexico from practically all countries, but the item is of little interest to Canadian exporters.

Scientific Instruments (1925, $1,075,093; 1928, $1,156,278).—No details are given which would enable an analysis to be made.

Clocks and Watches (1925, $1,501,703; 1928, $943,086).—The best qualities are reported to come from France and Switzerland, although the United States and Germany do the greater part of the trade. The item is of little interest to Canadian exporters.

Objects of Art (1925, $1,660; 1928, $2,451).—The item includes minor imports of geological and other collections for private or public exhibitions. It is too small to be of interest to Canadian exporters.

All Others (1925, $7,845,867; 1928, $7,190,673).—This comprises a great variety of articles not otherwise classified. Among the most important are the following (the figures representing imports for 1928): glue ($55,724); brushes ($280,829); brooms ($102,728); pencils and crayons ($477,908); felt, cotton gauze ($679,005); cinematographic films ($523,715); wheelbarrows ($465,815); walking sticks, travelling trunks, cushions, sporting goods ($359,082); asbestos roofing, tiles ($485,772); miners' lamps ($142,681); and tents ($147,947).

VI

Gold, Silver, and Bullion

This group is made up of the following:—

	1925	1927	1928
Gold, silver and platinum	$3,284,879	$ 9,289,225	$6,051,118
Legal currency	6,603,767	4,979,978	3,028,387
Mexican silver pesos	.....	257	735
	$9,888,646	$14,269,460	$9,080,240

All the imports come from the United States, and are of no interest to Canadian exporters.

FOREIGN TRADE OF EGYPT

Hercule Barré, Canadian Trade Commissioner

Paris, November 30, 1929.—The external trade of Egypt for the first six months of 1927, 1928 and 1929, reached a total of £E45,541,602, £E52,624,121 and £E55,256,543 respectively, showing a healthy progress. Imports, exports and re-exports were as follows:—

	Six Months, January to June		
	1929	1928	1927
Imports	£E26,495,422	24,783,354	21,439,605
Exports	27,926,997	27,106,498	23,378,122
Re-exports	834,124	734,269	723,875

The 1928 period showed a favourable trade balance of £E2,323,144, and that of 1929 £E1,431,575. These favourable balances are due, in large measure, to the excellent cotton crops of the last few years.

The following official statistics of Egyptian imports for the first six months of 1929 and 1928 will show the nature of the goods which this country must get from abroad and the importance of the purchases under each item:—

	1929	1928
Animal and their food products	£E 714,548	677,113
Hides, leathers and leather goods	380,344	348,683
Other animal products	30,195	20,339
Cereals, flour and farm produce	2,724,193	1,616,005
Colonial produce and groceries	1,443,849	1,441,431
Alcohol, wines and oils	2,073,184	2,073,577
Paper and printed matter	593,560	513,455
Wood and coal	1,671,533	1,489,937
Stone, stone and glass goods	855,123	878,734
Dyestuffs	208,801	201,723
Chemical products, medicines, toilet goods	1,727,878	1,755,542
Textiles and yarns	7,342,944	7,125,207
Metals and metal goods	5,026,699	4,852,892
Tobacco and cigarettes	724,918	811,757
Sundries	977,683	976,959
Total	£E26,495,422	24,783,354

Amongst the largest imports of Egypt, cotton heads the list with £E3,162,956 for the first six months of 1929. England holds first place in this business, followed by Italy, Japan and the United States. During the same period, sugar imports amounted to 20,332 tons of cane sugar and 28,873 tons of beet sugar. Java supplied practically the whole of the cane sugar, whilst Czechoslovakia supplied 13,284 tons out of the total imports of beet sugar. Leaf tobacco has been imported in the same period to the extent of 3,563,034 kilograms, of a value of £E589,017. Turkey is credited with nearly 40 per cent and Greece 17 per cent of these imports.

The economic policy of the Egyptian Government is designed to stimulate both agriculture and industry. The cultivation of flax, hemp, sisal, cotton, and the silkworm, will be encouraged by tariff and other means, in order that new industries may be created and developed to utilize these raw materials. The importation, either duty-free, of all machinery and appliances for agriculture and industry, or of low duties for revenue purposes only, is being strongly urged.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Irish Free State Preference on Silk Quilts

With reference to the notice in *Commercial Intelligence Journal* No. 1348 of November 30, 1929, page 763, concerning Irish Free State duties on quilt covers of silk or artificial silk, and such covers with filling of down or feathers, the resolution passed in the Dail Eireann on November 7, respecting these duties, provides for a preferential rate of five-sixths of the full rate which is applicable to Empire goods. The full rate is 20 per cent ad valorem.

New Zealand Tariff on Passenger Motor Cars

The condensed statement of New Zealand import duty on passenger motor cars which appeared in *Commercial Intelligence Journal* No. 1351 (December 14), page 816, was misleading as regards motor cars exceeding £200 in value. The duties are composed of basic rates, 10 per cent ad valorem British preferential tariff and 35 per cent ad valorem general tariff, increased by what is called "body duty", levied on the total value of the car. This additional "body duty" is 10 per cent ad valorem British preferential tariff and 15 per cent ad valorem general tariff on value up to £200; 5 per cent ad valorem British preferential tariff and 7½ per cent ad valorem general tariff on value, if any, exceeding £200.

South African Customs Duty Stamps for Advertising Matter

Mr. Frederic Hudd, Canadian Government Trade Commissioner in New York, writes that stamps for the prepayment of customs duty on printed advertising matter sent by mail to the Union of South Africa may be purchased at the branch office of the South African Customs Department, Room 1014, 44 Whitehall Street, New York. There is a rate on advertising circulars and pamphlets of 40 per cent ad valorem or 6d. per pound, whichever duty shall be the greater. A scale of duties has been adopted applicable to fractions of a pound. Under three ounces the rate is one penny, and from 3 to 5 ounces, two pence. Stamps are on sale of the denominations of a halfpenny, penny, two pence, and six pence, which may be used according to the weight of the advertising matter in the individual envelope.

New Swedish Customs Tariff

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, December 4, 1929.—A new Swedish Customs Tariff Bill, signed by the King on October 4, 1929, becomes effective on January 1, 1930, replacing the old Customs Tariff Act of June 9, 1911, and later amendments. The new act consolidates the old act with the many changes that had been made in it, and in effect is a "technical revision". The greatest changes are in the regrouping of the various classes of imports. The Tariff Act of 1911 comprised sixteen groups, and the new classification recognizes twenty divisions of commodities, but there are now only 1,153 main items in the tariff as compared with 1,325 items in the old law. The controlling provisions, generally speaking, are reproductions of clauses from the old law. There are many changes to provide for simplification and avoidance of unnecessary delays.

RATES OF DUTY

An examination of the new law shows that no changes have been made in the rates of duty devied on the great bulk of the goods imported from Canada. In many cases, as might be expected in a technical revision, new clauses have been added; for instance, automobile parts which formerly were subject to a general rate of 10 per cent are now dutiable at 15 per cent except in the case of automobile parts imported for automobile construction, which pay 12 per cent.

Sweden has commercial agreements with Finland, December 14, 1927; with France, December 2, 1908; with Greece, September 10, 1926; and with Germany, dated May 14, 1926, and December 11, 1928. Conventional rates of duty are extended to various commodities on importation into Sweden under these agreements, and in the margin against each item for which a conventional rate exists an indication is given that the rate shown is also conventionalized. As a result of a Treaty of Commerce and Navigation, executed in 1826, between the United Kingdoms of Sweden and Norway and Great Britain, Canada in any event enjoys most-favoured-nation treatment in the matter of imports into Sweden.

Belgian Duty on Endless Band Saws Reduced

Mr. H. Jones, office of the Canadian Trade Commissioner, Brussels, writes that, effective October 28, the Belgian tariff on endless band saws was reduced from 450 fracs per 100 kilogs (220 pounds) to 300 francs ($8.34).

Peruvian Currency Decree

Mr. G. R. Stevens, Canadian Government Trade Commissioner at Lima, cables that a Peruvian decree dated December 15 forbids commercial transactions in other than Peruvian currency. A further report is awaited as to the possible effect of this decree on import trade.

Peruvian Tariff Changes

A cablegram from Mr. G. R. Stevens, Canadian Government Trade Commissioner at Lima, states that from January 1 Peruvian duties are increased by 50 per cent to 100 per cent on ninety-two important items, including hosiery, knitted goods (woollen), furniture, tubing (iron), lumber, machinery (agricultural), automobiles, machinery (mining), gramophones, biscuits, confectionery, fruits (fresh).

Antigua and St. Christopher-Nevis Plant Restrictions

Mr. F. L. Casserly, of the Canadian Government Trade Commissioner's office, Port of Spain, writes that Antigua under a proclamation of October 17, and St. Christopher-Nevis under a proclamation of November 2 prohibit the importation, for a year, of all plants, cuttings, bulbs, fruits, roots, seeds or berries, and earth and soil packed therewith, coming from Europe, Bermuda, South America and North America, with the exception of Canada. The prohibition does not apply to dried, candied, or crystallized fruit, fruit in liquid, or nuts.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING DECEMBER 23

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 23, 1929, with the official bank rate. Quotations for the week ending December 16, 1929, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Dec. 16	Nominal Quotations in Montreal Week ending Dec. 23	Official Bank Rate
Austria	Schilling	.1407	$ .1436	$ .1442	7½
Belgium	Belga	.1390	.1411	.1418	4½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.....	.0299	.0300	5
Denmark	Krone	.2680	.2706	.2717	5½
Finland	Markka	.0252	.0254	.0255	7
France	Franc	.0392	.0397	.0399	3½
Germany	Reichsmark	.2382	.2414	.2426	7
Great Britain	Pound	4.8666	4.9163	4.9291	5
Greece	Drachma	.0130	.0131	.0131	9
Holland	Guilder	.4020	.4069	.4086	4½
Hungary	Pengo	.1749	.1763	.1771	7½
Italy	Lira	.0526	.0527	.0530	7
Jugo-Slavia	Dinar	.1930	.0179	.0179	6
Norway	Krone	.2680	.2704	.2715	5½
Portugal	Escudo	1.0805	.0453	.0455	8
Roumania	Leu	.0060	.0061	.0061	9
Spain	Peseta	.....	.1397	.1388	5½
Sweden	Krona	.2680	.2720	.2731	5
Switzerland	Franc	.1930	.1960	.1970	3½
United States	Dollar	1.00	1.0079	1.0125	4½
Argentine	Peso (Paper)	.4244	.4189	.4100	..
Brazil	Milreis	.1196	.1169	.1139	..
Chile	Peso	.1217	.1218	.1233	6
Colombia	Peso	.9733	.9675	.9796	9
Mexico	Peso	.4985	.4848	.4863	6–7
Peru	Libra	4.8666	4.0318	4.0398	7
Venezuela	Bolivar	.1930	.1945	.1954	..
Uruguay	Peso	1.0342	.9651	.9315	..
Cuba	Peso	1.0000	1.0003	1.0121	..
Java	Guilder	.4020	.4280	.4075	5½
Shanghai	Tael	.....	.5531	.5366	..
India	Rupee	.3650	.3691	.3708	7
Japan	Yen	.4985	.4939	.4966	5.48
Siam	Baht (Tical)	.4424	.4586	.4606	..
Straits Settlements	Dollar	.5678	.5687	.5713	..
Jamaica	Pound	4.8666	4.9188	4.9410	..
British Guiana Barbados Trinidad	$	1.0000	1.01 59/64—1.02 59/64	1.02⅜—1.03⅜	..
Other British West Indies	$	1.0000	1.01 51/64—1.03 3/64	1.02¼—1.03½	..
Martinique	Franc	.0392	.0397	.0398	..
Guadeloupe	Franc	.0392	.0397	.0398	..

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Sherbrooke, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Portage la Prairie, St. Boniface (Man.), Winnipeg, Vancouver, New Westminster, and Prince Rupert; the Chambers of Commerce at Kingston, Belleville, Peterborough, and Victoria (B.C.); the Chambre de Commerce, District of Montreal; Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Montreal, Winnipeg, Edmonton, Vancouver, and Victoria; the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.); and the Maritime Provinces Trade Commission, Toronto.

Foodstuffs

1100. Honey.—A Liverpool firm with an established connection for the disposal of honey and well acquainted with this business are desirous of acting as agents on a commission basis for Canadian exporters. Samples and c.i.f. Liverpool quotations requested.

1101. Corn Syrup.—A Hongkong firm of manufacturers' representatives and direct importers ask for prices on corn syrup in barrels.

1102. Packing House Products.—A Hongkong firm of manufacturers' representatives ask to be supplied with samples and c.i.f. prices of packing house products—low-grade bacons, hams, and skim-milk cheese particularly required.

1103. Canned Beans.—A Liverpool firm of canned goods brokers are interested in representing a Canadian packer of canned beans with pork on this market, on a commission basis.

1104. Codfish.—A commission agent in Havana desires to sell Canadian dried codfish in Cuba for account of shippers.

1105. Salmon.—A Hongkong firm of manufacturers' representatives ask for samples, prices, etc., of salmon.

1106. Potatoes.—A commission agent in Havana desires to sell Canadian potatoes in Cuba for account of shippers.

1107. Dried Milk for Poultry.—A Brussels firm wish to hear from Canadian exporters of dried milk for poultry. Prices should be c.i.f. Antwerp.

1108. Cereals.—Importer in Piræus would like to receive quotations c.i.f. that port on wheat, barley, and oats with a view to buying outright.

1109. Hay; Oats.—A commission agent in Havana desires to sell Canadian hay and oats in Cuba for account of shippers.

1110. Hay; Oats.—A firm of commission agents in Havana desire to sell Canadian hay and oats on a commission basis only.

1111. Hay.—A Liverpool firm of hay importers are open to receive offers from Maritime Province hay shippers for delivery during the winter months.

Miscellaneous

1112. Fur-bearing Animals.—A Stockholm agent wishes to represent a Canadian exporter of fur-bearing animals.

1113. Mink.—Importer in Sweden wants to establish connection with exporters in Quebec of live mink.

1114. Silver and Blue Foxes.—A Stockholm agent wishes to represent a Canadian exporter of silver and blue foxes.

1115. Live Skunks.—An importer in Stockholm of furs and live animals wants to establish connection with exporters of live skunks.

1116. Canvas Shoes.—A Birmingham indent firm desire to represent Canadian manufacturers of canvas shoes with the exclusive representation and sale in India and Ceylon.

1117. Rubber-soled Canvas Shoes.—A firm of manufacturers' representatives in Hongkong ask to be supplied with samples and prices of rubber-soled canvas shoes.

1118. Portable Gramaphones.—Swiss importer desires to represent Canadian exporter of portable gramaphones.

1119. Radio Sets.—A Birmingham firm of distributors desire to represent a Canadian manufacturer of three-valve radio sets with wave length suitable for the United Kingdom.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To Liverpool.—Newfoundland, Furness Line, Jan. 25; Doric, Dec. 30; Megantic, Jan. 6; Arabic, Jan. 13; Albertic, Jan. 27; Caledonia, Feb. 3—all White Star Line; Delilian, Leyland Line, Jan. 13; Manchester Hero, Jan. 2; Manchester Producer, Jan. 14; Manchester Exporter, Jan. 28—all Manchester Line; Lancastria, Cunard Line, Jan. 20.

To London.—Missouri, Dec. 30; Bolivian, Jan. 20; Napierian, Feb. 3—all White Star Line; Aurania, Jan. 6; Concordia, Jan. 13; Alaunia, Jan. 27—all Cunard Line; London Merchant, Dec. 30; Incemore, Jan. 2; Cairnglen, Jan. 10; London Corporation, Jan. 13; London Exchange, Jan. 27—all Furness Line.

To Manchester.—Manchester Hero, Jan. 2; Manchester Regiment, Jan. 9; Manchester Producer, Jan. 14; Manchester Division, Jan. 23; Manchester Exporter, Jan. 28; Manchester Brigade, Feb. 6—all Manchester Line; Delilian, Leyland Line, Jan. 13.

To Hull.—Incemore, Jan. 2; Cairnglen, Jan. 10—both Furness Line.

To Glasgow.—Salacia, Jan. 5; Kastalia, Jan. 18—both Anchor-Donaldson.

To Gothenburg.—Gripsholm, Jan. 6 and Feb. 3; Drottningholm, Jan. 27—both Swedish-American Line.

To St. John's, Nfld.—Newfoundland, Furness Line, Jan. 25; Silvia, Dec. 31, Jan. 14 and 28; Rosalind, Jan. 7 and 21—both Red Cross-Furness Line; Farnorth (also calls at North Sydney), Farquhar SS., Jan. 3, 17, and 31.

To St. Pierre-Miquelon.—Farnorth, Jan. 3 and 17; Fernfield, Jan. 7 and 21; Sambro, Jan. 9 and 27—all Farquhar SS.

To South American Ports.—Canadian Skirmisher, Canadian National, Jan. 20.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Jan. 10; Lady Drake, Jan. 24; Lady Nelson, Feb. 7—all Canadian National; Agnete Maersk, Dec. 31; a steamer, Jan. 16; Peter Maersk, Jan. 30—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.—Lady Rodney, Jan. 4 and Feb 1; Cavelier (does not call at Bermuda or Nassau), Jan. 11; Lady Somers, Jan. 18; Cathcart (does not call at Bermuda or Nassau), Jan. 25—all Canadian National.

To Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Colborne (calls at St. Vincent, Grenada and Tobago), Jan. 2; Cornwallis, Jan. 16; Champlain (also calls at St. Vincent, Grenada and Tobago), Jan. 30—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar (also calls at Montego Bay and other Jamaica outports), Jan. 8 and Feb. 5; Caledonia, Jan. 22—both Pickford & Black.

To Australian Ports.—Canadian Britisher, Dec. 31; Canadian Cruiser, Jan. 15—both Canadian National.

To New Zealand Ports.—Canadian Explorer, Canadian National Jan. 25.

From St. John

To Avonmouth, Cardiff and Swansea.—Airthria, Anchor-Donaldson, Jan. 18.

To Belfast and Dublin.—Carrigan Head, Head Line, Jan. 13 (cargo accepted for Londonderry and Cork).

To Glasgow.—Beaverburn, Canadian Pacific, Jan. 24; Salacia, Jan. 4; Kastalia, Jan. 17; Cranley, Feb. 8—all Anchor-Donaldson.

To Hull.—Incemore, Dec. 31; Cairnglen, Jan. 9—both Furness Line.

To Liverpool.—Montrose, Jan. 3 and Feb. 1; Duchess of Richmond, Jan. 10; Duchess of York, Jan. 17; Melita, Jan. 24; Minnedosa, Feb. 7—all Canadian Pacific.

To London.—Beaverford, Jan. 10; Beaverdale, Jan. 17; Beaverhill, Jan. 24; Metagama, Jan. 31; Beaverbrae, Feb. 7—all Canadian Pacific; Incemore, Dec. 31; Cairnglen, Jan. 9—both Furness Line.

To Manchester.—Manchester Commerce, Manchester Line, Jan. 9.

To Antwerp.—Beaverford, Jan. 10; Beaverhill, Jan. 24; Metagama, Jan. 31—all Canadian Pacific; Kings County, Jan. 4; Grey County, Jan. 18—both County Line.

To Hamburg.—Beaverdale, Jan. 17; Beaverbrae, Feb. 7—both Canadian Pacific; Kent County, Dec. 30; Labelle County, Jan. 7; Hapag Steamer, Jan. 28—all County Line.

To South France and Italian Ports.—Valcerusa, Dec. 30; Valfiorita, Jan. 15—both Lloyd-Mediterraneo Italian Service.

To Havre.—Kings County, Jan. 4; Grey County, Jan. 18—both County Line.

To Rotterdam.—York County, Dec. 30; Hada County, Jan. 11; Brant County, Jan. 28—all County Line.

To Port Said, Suez, Port Sudan, Aden, Mombassa, Kilindini, Tanga, Dar-es-Salaam, Madras, Rangoon and Calcutta.—City of Agra, American and Indian Steamship Line, Jan. 23 (cargo accepted for Zanzibar and other ports as required).

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Jan. 2; Lady Drake, Jan. 16; Lady Nelson, Jan. 30—all Canadian National; a steamer, Jan. 6; Peter Maersk, Jan. 20; Agnete Maersk, Feb. 5—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

From Vancouver

To Yokohama, Kobe, Nagasaki, Shanghai, Hongkong and Manila.—Empress of Asia, Canadian Pacific, Jan. 11.

To Yokohama, Kobe, Miike and Hongkong.—Tyndareus (does not call at Miike), Jan. 7; Teucer, Jan. 28—both Blue Funnel.

To Yokohama, Kobe, Osaka and Dairen.—Paris Maru, Osaka Shosen Kaisha, Jan. 28.

To Yokohama, Kobe, Osaka, Moji and Shanghai.—Africa Maru, Osaka Shosen Kaisha, Jan. 2.

To Auckland, Wellington and Lyttelton.—Golden West, Oceanic and Oriental Navigation Co., Jan. 20.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Jan. 8; Aorangi, Feb. 6—both Canadian-Australasian Line.

To Auckland, Wellington, Melbourne, Adelaide and Sydney.—Hauraki, Canadian-Australasian Line, Jan. 16.

To Napier, Lyttelton, Dunedin and New Plymouth.—Waihemo, Canadian-Australasian Line, Jan. 18.

To Melbourne.—Bonnington Court, Jan. 10; a steamer, February—both Australian-B.C. Shipping Co., Ltd.

To Sydney.—A steamer, Australian B.C. Shipping Co., February.

To Brisbane, Sydney, Melbourne and Adelaide.—Roxen, Jan. 8; Anten, February—both Transatlantic SS.

To Liverpool, Southampton, London and Rotterdam.—Loch Goil, Jan. 2; Drechtdyk, Jan. 15—both North Pacific Coast Line.

To Manchester.—Pacific President, Jan. 11; Pacific Enterprise, Jan. 25—both Furness Pacific Limited.

To Hamburg, Bremen, Rotterdam and Antwerp.—Kinderdyk, North Pacific Coast Line, Dec. 30.

To Havre, Dunkirk, Antwerp and Bordeaux.—Iowa, Jan. 22; Texas, Feb. 4—both French Line.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Fella, Jan. 10; Cellina, Feb. 7—both Navigazione Libera Triestina.

To Bahia Blanca, Buenos Aires, Montevideo, Rosario and Santa Fé.—Leikanger, Jan. 2; Villanger, February—both Westfal-Larsen.

To Capetown, Durban and Lourenco Marques.—Erviken, B.C. Shipping Agencies, about Dec. 29.

To Port of Spain, Trinidad, Bridgetown and Barbados.—Oakworth, Canadian Transport Co. Ltd., about Jan. 12.

From New Westminster

To Capetown, Durban and Lourenco Marques.—Erviken, B.C. Shipping Agencies, about Dec. 29.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

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LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents).
Canada-West Indies Conference (1920). (Price 25 cents).
Canada-West Indies Conference Report (1925). (Price $1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, $1; single copies, 5 cents. Outside Canada $3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—Box 125, Port of Spain. Office, Colonial Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1929.

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TO THE

COMMERCIAL INTELLIGENCE JOURNAL

FOR THE

SIX MONTHS ENDING DECEMBER, 1929

Nos. 1327 to 1352

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OTTAWA: Printed by F. A. ACLAND, Printer to the King's Most Excellent Majesty, 1930.

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